



Connecticut **INDUSTRY**

**MARCH
1945**

Delivery of the highest grade bituminous coal and industrial fuel oil to our customers throughout southern and western New England continues—and will continue—to be the primary interest of T. A. D. Jones & Company. You can be sure, now as always, that your requirements will be promptly met insofar as the national emergency permits.

**T. A. D. JONES & COMPANY,
Inc.**

*Bridgeport—New Haven,
Connecticut*

Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

VOL. 23 - NO. 3 - MARCH, 1945

L. M. BINGHAM, Editor

IN THIS ISSUE

	Page		Page
Editorial	5	News Forum	12
Wood—Connecticut's Untapped Resource	6	Transportation	35
Preparing A History Of Your Firm's Wartime Operations	9	Industrial Development	36
Stamford-Greenwich Advertising Campaign Helps Keep War Workers On Job	10	Export News	38
Let's Get The Record Straight On Public Relations	11	Queries	40
		Business Pattern	41
		Personnel	42
		It's Made In Connecticut	43
		Service Section	48

OFFICERS

ALFRED C. FULLER President
EDWARD INGRAHAM Vice President
JAMES W. HOOK Vice President
N. W. FORD Exec. Vice President
JOHN COOLIDGE Treasurer
C. L. EYANSON Secretary

ADMINISTRATIVE STAFF

N. W. FORD Executive Vice President
C. L. EYANSON Sec. and Asst. Treas.
L. M. BINGHAM Director of Development
W. A. JOHNSON Commercial Secretary
JOHN P. AHERN Executive Assistant
FREDRICK H. WATERHOUSE Counsel

DEPARTMENTAL STAFF

M. R. RAITES A. M. KRISTOF
R. C. JOHNSON M. T. MONTGOMERY
K. E. RONAN D. N. LOUCKS
E. G. BLOCK M. H. FORSELL
V. D. CASTAGNO M. F. KINNEY
D. P. GLASER

DIRECTORS

W. D. KIMBALL Portland
CHARLES E. HART, JR. Waterbury
W. R. HOYT Stamford
F. R. HOADLEY Stonington
F. S. NETTLETON Rockville
MALBY STEVENS Meriden
N. B. BERTOLETTE Hartford

T. F. HAMMER Branford
R. L. WHITE New Britain
WADE WILLIAMS Putnam
L. J. ROSS Torrington
R. E. GAYLORD Winsted
H. W. STEINKRAUS Bridgeport
W. R. L. MCBEE South Willington

ARTHUR B. BARNES Traftville
ALBERT E. OTTO Putnam
W. R. JENNINGS Chester
H. W. JONES, JR. New Haven
HARRY B. CURTIS Bridgeport
FRANK H. LEE Danbury

Published monthly by the Manufacturers' Association of Connecticut, Inc., with executive offices at 436 Capitol Avenue, Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1879. As the official magazine of the Manufacturers' Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents and for the opinion of its writers. Subscription Rates: \$4.00 for 3 years; one year, \$1.50; 20¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.

KNOW-HOW BEGINS AT HOME

SPECIAL tools, ingenious manufacturing devices, and elaborate test equipment which makes delicate measurements almost as easy as telling the time . . . these things seem to interest our visitors particularly. We are always proud to point out that most of these aids to swift, precise production were developed by our own men and women.

There's a world of skill and experience at Con-

necticut Telephone & Electric Division . . . born of nearly fifty years of practice and progress. This know-how isn't confined to our engineering departments, either. Some of our most useful suggestions come straight from the production lines.

Purchasers of C. T. & E. products benefit from this skill and ingenuity . . . in better, more advanced devices, produced faster, for less.

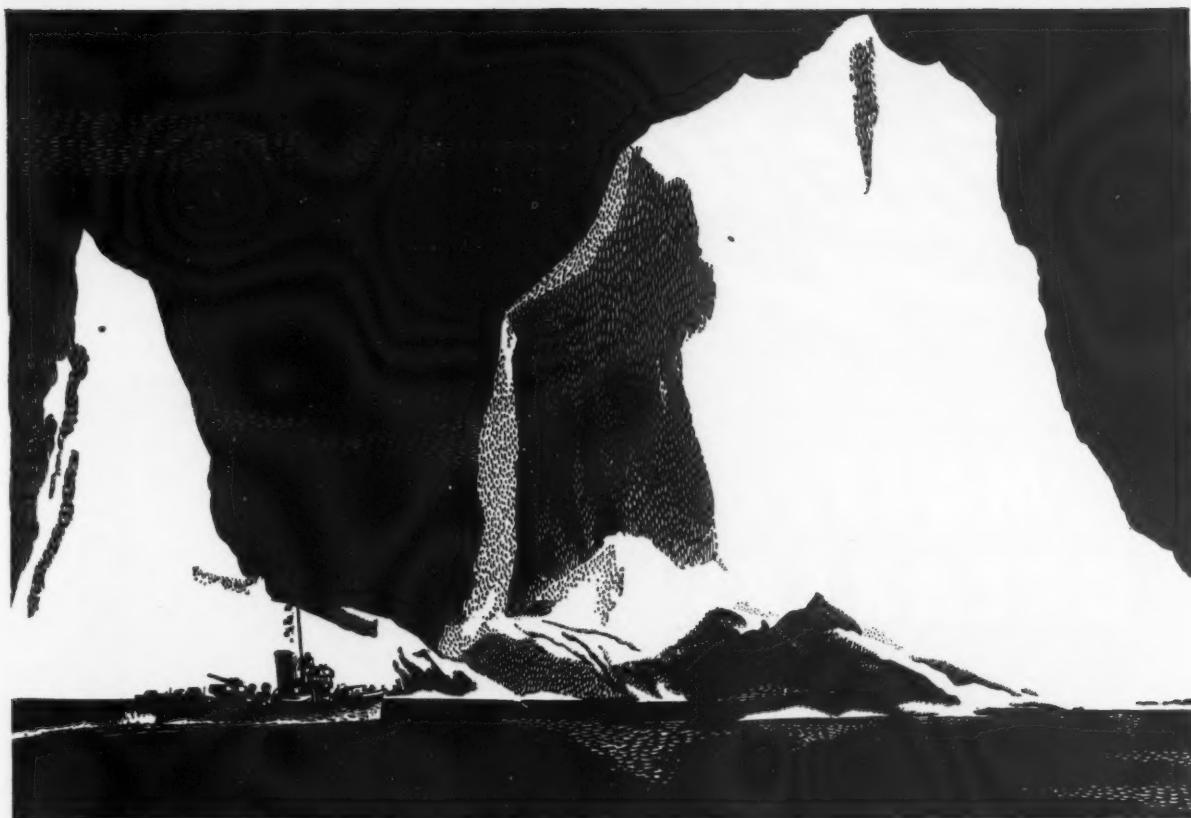
CATHODE RAY SCREEN TESTER

Tests a telephone or radio headset for response over the entire range of audible sound in a matter of seconds, and charts the results on a television-type screen. Developed for our own use by our own people, this instrument has been a priceless aid in maintaining high quality and quantity in war production for the U. S. Signal Corps and Air Corps.



CONNECTICUT TELEPHONE & ELECTRIC DIVISION
GREAT AMERICAN INDUSTRIES, INC. • MERIDEN, CONN.

TELEPHONIC SYSTEMS • SIGNALLING EQUIPMENT • ELECTRONIC DEVICES • ELECTRICAL EQUIPMENT
HOSPITAL AND SCHOOL COMMUNICATIONS AND SIGNALLING SYSTEMS • IGNITION SYSTEMS



The Greater Part of It Is Hidden from View

IN ONE respect, the service which the insurance business renders the American public is like an iceberg—the greater part is not apparent on the surface.

We can appreciate the value of the billions in benefits which insurance has paid to widows, children and to policyholders themselves in their years of retirement or times of financial stress. We can understand what money paid under Fire policies means to the owners of burned property; how valuable Liability insurance is to the man who is facing a damage claim; what a relief from worry Accident insurance benefits afford an injured man.

But these visible benefits of insurance, great as they are, are only the smaller part of the great work that insurance is doing.

How many homes would be built if Fire insurance were not there to assure the mortgagor that the loan would be safe even if the house were destroyed by fire? Only the man who had saved the full price of his home could buy or build, if Fire insurance were not available.

How many prudent men would dare own automom-

biles if there were no way of insuring the liability that comes with the car?

Would the father of a family dare to spend much of his income for anything other than essentials, until he had saved a substantial sum of money, if he couldn't create immediately, by means of Life insurance, a sum sufficient to take care of his family in case of his death?

Would Americans have been willing to take the constructive business risks that have made this country great, if they also had to carry the many dangerous and costly personal risks that insurance now carries for them?

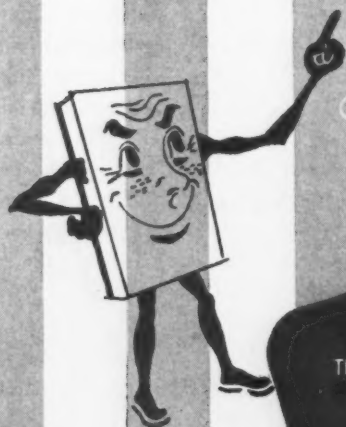
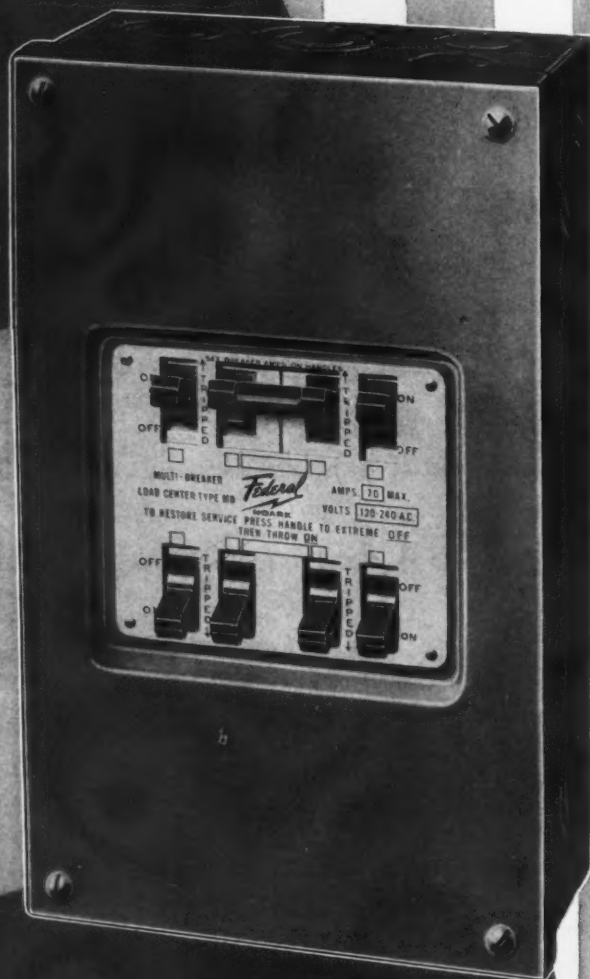
Enabling us to build or buy our homes before we have accumulated the full purchase price; permitting us to own automobiles without courting bankruptcy; freeing business men from the financial burdens of such risks as death, accidental injury, fire, burglary or liability so that they can afford to assume constructive business risks that build their fortunes and develop the country—these are the hidden services of insurance—the part of the iceberg that is hidden from view.

THE TRAVELERS INSURANCE COMPANIES
HARTFORD, CONNECTICUT

Federal

NOARK

MULTI-BREAKERS



They stand *OUT* and *UP* under every condition—for **FEDERAL MULTI-BREAKERS** have been designed to meet and surpass the most exacting requirements. That's why leading engineers and architects the country over are replacing fuse equipment and other circuit breakers with **FEDERAL MULTI-BREAKERS**.

FEDERAL ELECTRIC PRODUCTS COMPANY, INC.

EXECUTIVE OFFICES: 50 Paris Street, Newark 5, N. J. • PLANTS: Hartford, Conn.; Newark, N. J.
Manufacturers of Motor Controls, Safety Switches, Circuit Breakers, Service Equipment, Panelboards

PRIORITIES FOR PEACE

By ALFRED C. FULLER, *President*



NEVER before have the days been squeezed so much to get maximum returns from every twenty-four hours as during the war years since Pearl Harbor. Shortages of every conceivable item needed to fight a successful war formed the crucible which shaped our present system of priorities of both materials and men. Despite the nerve racking inconveniences to management who had been accustomed to secure adequate supplies promptly from sources of their own selection, the "priority system", with all its faults, was the only workable substitute for chaos. Our nation was in a war for survival. First things had to be delivered first if we were to win it, no matter how many of us in management, labor, or any other group were inconvenienced or harassed to "get on with the job". Whatever suggestion we may be inclined to offer, in retrospect, to improve this priority method of allocating both material and time, the indisputable fact remains that we are winning the war through the use of overwhelming material and manpower might delivered by the priority allocation method.

We are now beginning to see that it will take more than overwhelming arms and manpower to win the fight for peace at home and abroad. It will take sympathetic understanding between the political leaders of the victorious nations. Beyond that we shall need a workable plan of keeping order until the peoples of all nations understand that their ultimate satisfactions are to be attained more rapidly through peaceful methods, however inadequate they may be at the start, than through the bloodshed of war. It will require of both leaders and the rank and file of all groups in America a "mopping up operation" on a number of nationalistic and race conscious ideas before they are allowed to develop a conflict far more destructive than the present wars.

For several years all of us have been exposed to an increasingly heavy artillery barrage of words about the need for the elimination of nationalism, racial discrimination and class hatred. But the time has come when we must give real "time" priorities to clear thinking and forthright action if we are to eliminate these strong

pockets of resistance to peace. Let us ask ourselves a few frank questions. How much time am I giving either in thought or cooperative action toward eliminating the very real frictions that exist between class or racial groups, or toward the promotion of right attitudes toward the peoples of other countries? What priority allocation of my time have I given toward promoting or attending group meetings that seek to create better education for future generations and to win the respect which grows out of sincere cooperative effort with the press, clergymen of all faiths, labor, educators, bankers, farmers, merchants, and government employees? Am I being lulled into the belief that dozens of organizations now in operation will solve all the problems of reorienting service men back into civilian life without any help from me? How much time am I devoting toward building the kind of spirit in my company that will guarantee good employee relations and form a sound basis for good relationships with every section of the public?

In all sincerity, I say, if we of management do not place the highest priorities on time and effort devoted to answering most of the foregoing questions in the positive, then we shall have less of our own business to manage and fewer board meetings of other companies to attend. If we fail to see the critical need of this urgent job of re-educating ourselves as well as helping others to see the clear road to economic freedom, then we shall have missed the true meaning of the present war. We have given priorities without stint to the war effort. Let us give, with equal enthusiasm, the time necessary to build a sound foundation of understanding and cooperation under the coming peace.



A BETTER LIVING for all is possible by a greater utilization of wood products. The frame, book ends, boxes and binders—useful and decorative items for every-day use—are all made from wood.

WOOD — CONNECTICUT'S UNTAPPED RESOURCE

By ROBERT S. ARIES, *Field Director, Northeastern Wood Utilization Council at Yale University, New Haven*

READERS OF THIS ARTICLE, which presents a most convincing case for the forest—one of Connecticut's greatest potential resources in the post-war period, will be reminded that we have literally "lost sight of the forest for the trees". Mr. Aries' discussion of the possibilities of wood and wood products, viewed in the light of recent scientific discoveries which extend wood's usefulness and enlarge its scope for the benefit of all, will cause Connecticut industrialists and entrepreneurs to consider seriously the business opportunities offered by our abundant yet relatively little-used timber acreage.

IT is estimated that over 90% of the land area of Connecticut was covered with virgin forests at the coming of the white man. Settlers were able to supply a large proportion of their wants from the forest. Nearly every town had its saw mills driven by water power; tanneries using hemlock bark; cooperage, wagon and furniture shops. Gradually with the disappearance of the high-grade timber, these industries have diminished in importance. Metals have since become the primary raw material for our manufacturing industries and Connecticut has not been considered a wood-working State.

One of the advantages which wood has and minerals don't is that it grows. Thus, despite heavy cutting for over two centuries, Connecticut woodlands have a total area of close to 2 million acres and a volume of about two billion board feet of standing timber. Over 60% of the total area is forested, as compared to 30% of agricultural areas and 10% of urban and barren areas. The forest resources

of Connecticut are almost the only substantial natural resource for use by our industries, either directly or as a raw material for the expanding chemical industries. Stone, sand and gravel and a few minerals are found but are of small importance. Sponge iron which may be made from local ores does not appear promising for the foreseeable future. All the larger industries which enter into the economic picture of the state have to import their raw materials from other parts of the United States or foreign countries, while wood products, which can be produced in quantity within the state and thus are not subject to transportation costs, are a relatively little used resource. An even more striking anomaly is that wood products also are imported from other regions, to the extent of about 75% of the consumption.

Wood-products and by-product will not displace metals, ceramics, cement or plastics as raw materials for our post-war industries. All these fields have come a long way in the last

decade and there is no doubt that the war has been largely responsible for new developments in all of them. Each of these materials will capture its rightful share of peacetime applications, based on costs, quality and market demand. Wood products will take their place alongside the other newer materials available to the engineer, designer and chemist, providing gainful employment for the skilled workers of the state. But even the wood itself will be different. Scientists are making wood which does not burn, wood the density of which can be tailored to desired specifications, wood which will not decay, wood which can be built up into units of any desired size, etc.

Wood for Chemicals

Besides supplementing other engineering materials in the production of better finished goods, wood and wood waste is destined to play an even larger part in our regional economy as a raw material for a myriad of chemical products. Connecticut woodlands are close to the national chemical markets and could make an important contribution to this expanding industry. Products such as rayon, fiberboard, yeast, cellophane, vanilla, essential oils and plastics can all be made from wood. Size and quality of the tree or lumber are not of particular importance in the case of chemical conversion, thus making it particularly

attractive for second-growth timber, sawdust, tops, limbs, broken and cull logs and non-commercial species. One could hardly think of a better way of employing returning servicemen than to create wealth from that waste! The establishment of such wood-using chemical industry would also permit Connecticut to diversify its industrial establishments and thus aid its long-term economy. For example, starting with the lumber industry, it will no more be a one-product industry but a well integrated *forest-products* one. The manufacture of cellulose derivatives has been increasing by 200,000 tons per year even during the height of the depression. The utilization of lignin, another chemical constituent of wood, may soon become a lucrative practice in the wood-using industries. A renewable resource such as wood should take its place in the permanent economy of our region. The Northeastern Wood Utilization Council was founded several years ago by several public spirited residents of our region, led by Edgar L. Heermance, of New Haven, who is also Secretary of the Connecticut Forest and Park Association. It represents a concerted attack on the problem of forest products utilization in our area, with the aid of the Forest Service and forward looking individuals and industries.

Laminated Wood for Post-war Construction

An excellent example of the engineering use of wood is provided by lamination of hardwoods and softwoods which has been proven to be wholly practical. Lamination may be the outlet for the large stands of oak and other timber now being wasted in our region.

When the United States entered the war, there was a scarcity of large timbers to meet the gigantic construction schedules of the Bureau of Ships. Although there was no shortage of standing timber, it was realized that the supply of large oak timbers, vitally needed in shipbuilding, was very limited. Furthermore, the time required to obtain large oak logs from the forest, process them at the mill and season the timber was excessively long. It was estimated that only one tree out of 200 in an oak forest was suitable for ship timbers, and only a small portion of that tree would make bending oak. Glue lamination solved this problem by making large pieces of oak out of small ones. The process reversed the age-old course of dividing



THE LARGE AIRCRAFT industry in Connecticut uses vast amounts of wood products. More can be accomplished in the future if local woods are used properly.

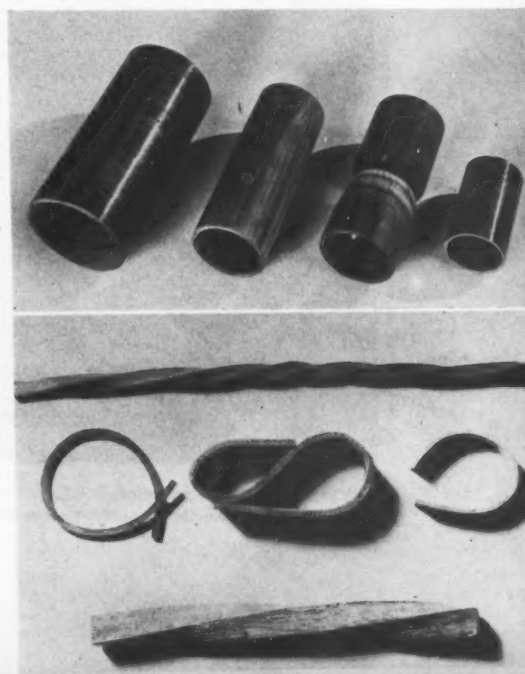
big pieces of wood into smaller ones.

Laminating eliminates many of the principal joints, thus producing stiffer, stronger members. The three fundamental structural parts of a ship—stem, keel and stern post—may now be turned out by laminating a single, prefabricated unit, without joints, bolts or other fastenings. As this technique develops, a trend among marine architects toward lighter construction in ship design will probably occur. Before the war there was very little lamination, because the proper glues had not been discovered, but modern resin glues made marine plywood possible. Further improvement in them and in the manufacturing will be effected as the work continues, and numerous other applications for laminated wood will be found.

Laminated arches and beams, now glued instead of nailed, are being used to support heavy loads, span long distances, or to achieve maximum strength and rigidity with minimum weight. The trend is due to the fact that modern laminating techniques make it possible to manufacture, at a reasonable cost, wood beams larger in

size than solid timber, and in shapes both difficult and expensive to produce in steel.

Laminating overcomes many of the limitations inherent in wood, brings out its strong points and lends itself to long, narrow, deep structural timbers. Since relatively thin boards can be easily and quickly dried, lamination makes possible large timbers thoroughly seasoned throughout, a feature almost unobtainable in solid timbers. By using what is technically known as a scarfed joint, timbers of any length can be obtained which develop high strength throughout. High-strength, high-grade materials can be combined with low-strength, low-grade



(Right, top) INTRICATE SHAPES and parts can be produced from wood by combining it with plastics. (Bottom) Another example of the versatility of wood. By soaking it in an inexpensive chemical, it may be twisted like rubber, retaining its new shape permanently. This discovery opens many new possibilities to Connecticut industrialists using or contemplating the use of wood and wood products.

stock, the stronger pieces placed where stresses are heavy, the weaker where they are light.

The advent of dependable adhesives combined with other advances in wood technology, such as timber preservation and sound timber engineering practices, promises to make laminated timber and glued-work construction of ever-increasing importance in the future. Not only will laminated wood compete with steel and concrete in heavy construction, but it is also expected to find a definite place in housing and the manufacture of furniture. Poles, posts, piling, railroad ties may all be made of laminated oak harvested in Connecticut and processed by our skillful workers. The peacetime boat industry is also expected to be a large consumer. Manufacturers in this state should be looking seriously at the possibilities of these new techniques and be able to paraphrase the famous statement by Archimedes and say, "For my postwar order, I shall build a board around the world."

Wood as a Fuel

For the early settlers there were no fuel shortages—in fact, they were very often embarrassed by the quantity of wood available within short distances of their homes. But customs have changed, owing largely to the substitution of stoves for fireplaces

and the subsequent shift from wood to coal and other combustibles. In fact, until about 1900, fuel has accounted for more than half of the total volume cut from American forests for commodity use and about twice as much as lumber, its nearest rival.

During the last thirty years, the consumption of fuel wood has decreased markedly on account of the substitution of other fuels. However, it utilized more than sixty-one million cords a year, of which it is estimated that forty per cent are sound living trees. A large amount of the fuel wood used in the Northeast could be put to more profitable use.

The future may see a large development of the use of wood as a source of fuel for internal-combustion engines. One method is to convert wood into alcohol, which will be described later. Another method, used extensively in Europe on account of the lack of gasoline, is to convert wood into a gas in a special unit, which then is fed directly to the engine. About twenty-five pounds of wood are equivalent to one gallon of gasoline. When the latter is cheap and abundant, this method is economically unsound, but in the future it may prove of vital importance. The State of Connecticut has also tested a gasogene, while several of the members

of our Council have been looking into the problem, especially with reference to stationary engines. For example, Prof. L. E. Seeley from Yale University and his associates at the Connecticut Agricultural Experiment Station have devised a very efficient wood burner which has large possibilities for the Northeast. This proves that even in such an old art as wood burning, there is ground for improvement. Stove and furnace manufacturers for home or industrial use are uniquely lacking in Connecticut. Perhaps the impetus of economically using local fuel rather than coal or oil hauled over thousands of miles might be a natural starter for a prosperous industry in this field.

Chemistry Improves Wood

Science can transform and improve wood in order to increase its usefulness as a modern engineering material. Some of the treatments of wood are now well-known commercial practices and their value is well established. Other treatments now in use are not so well known, though nonetheless valuable. Others are still being developed in the laboratory and field, while still others are bouncing about in the pre-investigational discussions of chemists whose thoughts are on wood.

Wood treatment, exclusive of conversion, may be classified into four divisions:

1. Preservation, which includes flame-proofing; sap-stain prevention; preservation from insects, rot, and chemical attack.
2. "Reassembly", that is taking the wood apart and putting it together again in a new form such as plywood, plastics, etc.
3. Drying or seasoning, which includes chemical seasoning and end sealing.
4. Alteration of mechanical properties, which includes stabilizing of dimension, hardening, increasing strength and wear, chemical bending, resin impregnation and compregnation.

Possibilities for Furniture

Most of the furniture manufactured in the Northeast is made outside of Connecticut, yet most of the wood specified for it can be supplied by the second-growth material available in the state. The main arguments against local woods are that they are poorly sawed and badly seasoned and unable

(Continued on page 30)



A TEMPTING SET for outdoor diners. Small pieces of wood, formerly wasted, can be utilized to make these attractive utensils.

A PLAN OF PROCEDURE IN PREPARING A HISTORY OF YOUR FIRM'S WARTIME OPERATIONS

By HERBERT S. KOENIG, Secretary, World War II Historical Committee, The Southern New England Telephone Company

IN YEARS TO COME, a complete and accurate record of the war's effect on your business may prove to be of inestimable value. By gathering the data for this history *now*, while it is in the making, the work of the historian will be lightened considerably. The following article presents a simple yet effective method of organizing to collect this material.

THE future value of a record of wartime activities of The Southern New England Telephone Company was made evident to the management early in America's participation in the present conflict by the lack of comprehensive records of the Company's World War I history.

Plans to prepare *now* for writing a history of the Company's operations during World War II were stimulated by the efforts of Dr. Thomas D. Murphy, Director of the War Records Department of the Connecticut State Library, in impressing Connecticut's industrial, commercial and civic organizations with the need to gather and preserve now, while they are available, the facts and documentary evidence of wartime activities.

In an industrial firm having operations so widespread and so complex as those of the telephone company, it was immediately evident that an organization to gather the necessary material must be set up, rather than attempt to charge one person with this responsibility. Thus a "World War II Historical Committee" of 18 men was appointed, each representing one particular phase of Company operations, and under the chairmanship of C. E. Rolfe, assistant to the president.

After an organization meeting of this group, in which the purpose and functions of the committee were explained, an Executive Committee from its membership was appointed consisting of one representative from each department. Each member of this smaller committee was given the assignment to gather from each group within his department a list of items of the group's wartime operations and to submit these lists at an Executive Committee meeting. At this time, the various lists were reviewed briefly and the method of future procedure was determined upon.

Here it became evident that considerable work would be necessary to consolidate the various items submit-

ted into one complete and comprehensive outline. This work entailed not only classifying the items—there were 412 separate ones submitted—but also eliminating duplicate items, combining those which overlapped, and re-writing items which required clearer presentation. Here the work resolved itself into a one-man job, handled by a person who was familiar generally with over-all company operations.

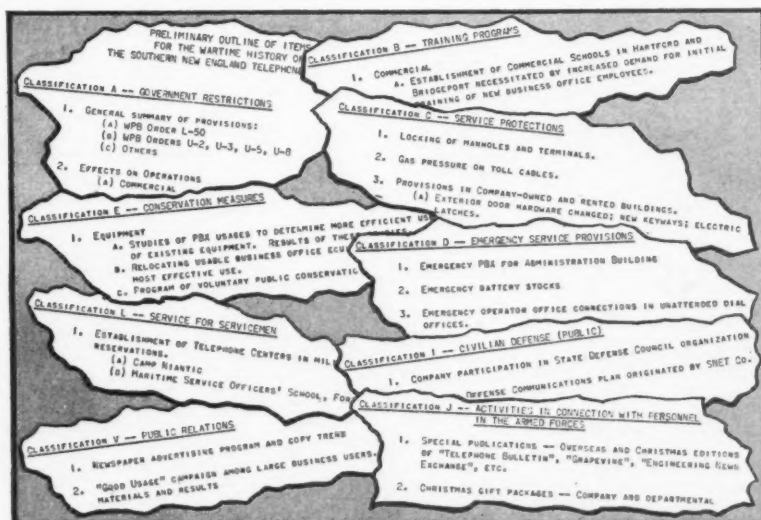
From this work evolved a combined, classified outline of subjects covering all branches of the Company's wartime operations. This preliminary outline was sent to each member of the Executive Committee with the request that it be reviewed carefully and that items obviously within the jurisdiction of his department be checked for allocation to that department. The suggestion was also made that all sources of departmental information be investigated to uncover items not previously listed—an important point

for consideration, as several items known to the compiler but not submitted on any of the group lists came to mind during the classification work and were included in the outline by him at the time of compilation.

This is the present status quo. After allowing the members of the Executive Committee a reasonable length of time for this review, the plan is to have the compiler go over the outline individually with each member, determine definitely upon those items which each member is to assume as his departmental responsibility, and obtain such additions or corrections as may be suggested.

Following this work, the outline will be revised and reissued. The new outline will include a column noting the department responsible for providing the historical and documentary material relative to each item. This material will be sent to the secretary of the committee, who will keep it on file for use when the history is written. *When* this will be done . . . *who* will do it . . . *what form* it will take—these questions cannot now be answered. However, we do know that, when the time for writing the history

(Continued on page 34)



ILLUSTRATING THE STYLE in which the outline was compiled are the clippings reproduced above. These indicate some of the 26 headings under which the topics were classified.

STAMFORD — GREENWICH ADVERTISING CAMPAIGN HELPS KEEP WAR WORKERS ON JOB

AN example of what can be accomplished in arousing people to the importance of getting solidly behind the war effort, through an intelligent, well-planned advertising program, is found in the recent experience of Stamford and Greenwich, two neighboring communities in Connecticut with sizeable war contracts and serious manpower problems.

From November 27 to December 9, the Essential Industries in the Stamford-Greenwich Area pooled their efforts in conducting an advertising campaign which had for its objective the following four-fold program: To urge everyone—

- (1) To stick to his essential job
- (2) To avoid taking time off unnecessarily
- (3) To produce as much as possible
- (4) To take a job in an essential industry, if not in one already.

THREE OF A SERIES of twelve newspaper advertisements which were used effectively to influence workers to stay at their war jobs or to enter war work. Campaign ran in Stamford and

The Stamford-Greenwich Manufacturers Council and the Personnel Association laid the groundwork for the campaign and a committee of ten, headed by Joseph Chanko, plant manager, Conde-Nast Publications, Greenwich, carried on the organizational and promotional work.

All Media Used

Leaving no stone unturned in an effort to bring its message before every individual concerned, the Committee drew upon a wide variety of media. A series of half-page newspaper advertisements, some of which are reproduced on these pages, were placed in the Stamford Advocate, Greenwich Time and the Stamford Shopper. The ads appeared every issue for two weeks, in addition to which a novel scheme, contributed by the newspapers, of a streamer at the bottom of several pages in each issue

calling attention to the advertisement, was used to advantage.

The newspapers obtained interviews with representatives of management, labor, club women, town officials and public spirited citizens as a part of stimulating interest. Editorials afforded additional publicity.


Churches were solicited to make announcements on two successive Sundays. Spot radio broadcasts, movie trailers, pay roll stuffers, posters, display signs and car bumper strips likewise were effectively employed. Cost of the entire effort was \$1717.

Results Gratifying

Although it is difficult to ascertain the full effects of a campaign of this nature, it is believed that it was instrumental in urging employees to stay on the job or to apply for war work. By a fortunate coincidence, the

(Continued on page 39)

Greenwich papers from November 27 to December 9, 1944 and was supported by the Essential Industries in the Stamford-Greenwich area.



They're not kidding...

LET'S QUIT KIDDING OURSELVES

LET'S QUIT KIDDING OURSELVES — that this war's just about in the bag. IT ISN'T.

LET'S QUIT KIDDING OURSELVES — that Germany and Japan have about reached the end of their rope. THEY HAVEN'T.

LET'S QUIT KIDDING OURSELVES — that the successful end of the war is a job far just our fighting men. IT ISN'T.

LET'S QUIT KIDDING OURSELVES — that we can afford to slacken up in our production bands. WE CAN'T.

LET'S QUIT KIDDING OURSELVES — that war industry doesn't need all the pointers in one loaf. IT DOES.

LET'S QUIT KIDDING OURSELVES — that now's a good time to quit for a non-essential job. IT ISN'T.

LET'S QUIT KIDDING OURSELVES — that our fighters have all the war material they need. THEY DON'T.

LET'S QUIT KIDDING OURSELVES — that Stamford-Greenwich production fight isn't critical. IT IS!

LET'S JUST STOP KIDDING OURSELVES and get into the fight by sticking to our essential industries and producing all we can. Avoid taking time off that isn't absolutely necessary. Apply for a job in an essential industry NOW in the Stamford-Greenwich Area, at U. S. Employment Service, 1 Grove Street, Stamford.

(This advertisement written and paid for by the Essential Industries of Stamford-Greenwich Area.)

UNTIL IT'S OVER OVER THERE CAN'T BE OVER OVER HERE

LEUT.-GEN. BRENNAN B. DOWNEY, Commanding the Army Service Forces says that for the first time in this war munitions are being added faster than they are being produced, and "the war against the present war. We would rather fire a ton of munitions than lose an American soldier."


L. CHESTER W. BUNTZ warns that a long war is ahead with Japan that of things we need from American factories is just as long.

It means that UNTIL THE WAR IS OVER OVER THERE, IT CAN'T BE OVER OVER HERE! While our boys still have a fight to finish — they're carrying our machines and hands can turn out for them.

Saving War Bonds — that's swell, but it isn't ENOUGH. The war is Bonds pays for the things our fighting men must have to see those things — ENOUGH and on TIME. Thousands of in the early days of the war because of "too little and too late" happen now.

Long men — Stick to your JOB — produce all you can — don't slacken up — and if you ever THINK of quitting while you're winning — please FORGET IT.

BO — now is the time, and this is your chance to get ahead. You can earn while you learn, but perhaps you'll be helping to win the war — and that's what YOU can help to do — to an essential industry in the Stamford-Greenwich Area or the U. S. EMPLOYMENT SERVICE, 1 Grove Street.



OTHER, WHAT HE WOULDN'T GIVE TO HAVE YOUR JOB

You one of the 1065 who have at a war job in the Stamford-Greenwich area since August first of this year?

If you try to imagine yourself in this man's place, a member of the "back-to-the-front" legion — a prisoner in a enemy prison camp — or being sent back into the fight — or perhaps being held beyond the point of active duty, waiting for the chance, (such as you have) to back up his buddies by rolling up his sleeves and "going to it" in an essential industry.

If you want to release this prisoner... and we know you do... from this soul-crushing misery, just do your part to see that his buddies still on the fighting line have everything they need.

IF YOU'VE QUIT YOUR ESSENTIAL JOB — think it over... the less you need you now more than ever... go back to it.

IF YOU EVER THINK OF QUITTING... please forget it... "All the food that is fed... And don't take time off unnecessarily — every hour of production counts. Produce all you can.

IF YOU'VE NEVER HAD AN ESSENTIAL JOB — there's one waiting for you, whether you are experienced or inexperienced. Apply now at U. S. Employment Service, 1 Grove Street, Stamford 4-3117 or at any essential industry — Every day — every hour counts.

(This advertisement written and paid for by the Essential Industries of Stamford-Greenwich Area.)

LET'S GET THE RECORD STRAIGHT ON PUBLIC RELATIONS

By REX F. HARLOW, *President, American Council on Public Relations*

TO REMOVE SOME OF THE AURA of mystery and quackery from one of today's most essential tools of all business and organizations, we asked Dr. Harlow, a practical public relations man of long experience, to give the readers of *Connecticut Industry* the facts. While he does not specifically state in primer-like fashion all the steps in a public relations program, he "hits the nail on the head" so hard about certain misconceptions that his article should be "must" reading for all industrial and business executives.

THERE are evidences aplenty on every hand that public relations is being misconstrued and kicked about these days. Never before has there been so much said and written about the subject. The situation is complicated by much lack of understanding on the part of many of the very persons who should understand it the best. And the field is cluttered up with people who are trying to catch a free ride on the gravy train. To top this off, a lot of heads of businesses are being played for suckers by slickers and inexperienced persons who are turning the present situation into a field day for pseudo-public relations.

To be sure, never before has there been so much solid accomplishment to the credit of public relations. More companies are carrying on public relations work than at any other time in the history of the nation. Public acceptance of what is being done in the field is beyond the fondest expectations of serious-minded public relations workers of a decade ago. Really tremendous progress is being made public-relationswise—and in almost all lines of activity. Big business has had a corner on effective public relations in times past. Certain departments of government have been doing good work in the field, too. But now all sorts and kinds of enterprises are falling in line behind the leaders and marching in the public relations parade.

The unprecedented rise of public relations constitutes its danger. Management, charmed by the term which is still shrouded in an aura of mystery, is avidly reaching out for the new tool, in too many instances without realizing fully what is being sought and exactly how it can be used. And that is where trouble comes in and sits on



REX F. HARLOW

the window sill. It is a strange sight to see a hard-headed, two-fisted, practical manager of men and machines throw all caution to the winds and launch a public relations program which he does not understand and which will cost him and his organization a great deal of money, and possibly much grief.

Let us consider a case in point. Within the week the head of one of the largest airplane companies on the Pacific Coast has engaged the services of a man as director of public relations. The most favorable recommendation of the director is that he had been an instructor in journalism in a good college. The new public relations man is given twenty assistants and a budget that would knock your eye out. Greatly surprised and utterly at sea himself, the director at the moment is casting about, almost helplessly, for the aid of experienced workers in the

field. He is feverishly trying to gain some idea of what his job is and how he is going to do it. He simply and plaintively admits that he was knocked off the Christmas tree when he was offered the job of director. But he admits that for one who had never earned more than five thousand dollars in a year the temptation of the large salary dangled before his nose was too much. He grabbed it. Now he is praying that Fate will enable him to win through to the point where he will not make an ass of himself. As for his twenty assistants, God knows what will happen to them!

Big salaries, big fees and big talk are in the minds and on the tongues of far too many sellers and purchasers of public relations wares. These things are to be measured in astronomical terms. You are not a big shot as a director of public relations unless you have a big office and a big force. You don't amount to anything as a public relations counselor unless you can talk of fees in six figures and live in a style that does shame to a Hollywood magnate. So at least would many persons have us believe. Public relations is a fat game, these persons aver. It's a game where smartness and shrewdness are requisites for success. You've got to play your cards fast and furious if you want to sit in.

Bosh! you say. And you are right. But not altogether right. Public relations is a fast game. That is one of its fascinations. But at the same time it is a careful, scientific game. It requires exactness and skill, knowledge of the factors involved, a true analysis of their significance, and an intelligent selection of the principles, practices and tools necessary in achieving sound results.

One of the worst troubles about public relations is that so many people fail to understand what it embraces. One thinks of it as publicity. Another considers it personnel relations. A third believes that it has to do mainly with consumer problems. Another places his faith in personal contacts. While still another considers the major function of public relations to be that of maintaining sound relations with govern-

(Continued on page 33)

NEWS FORUM

This department includes digested news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

JOHN M. WRIGHT, president of Electric Specialty Company since its organization in 1913, has retired from that position. His successor as president of the Stamford concern is David G. Shepherd, general manager of the company since its founding. W. H. Haines, sales manager since 1924, has been elected vice-president and general sales manager.

★ ★ ★

CAPEWELL MANUFACTURING COMPANY, Hartford, has created a new position, director of marketing. Harry Mammink, for the past 10 years a member of the well known Cleveland firm, Robert Heller and Associates, has been named to fill the post. Mr. Hammink will aid the Capewell company in expanding its line of products, in addition to advising the company on its general marketing methods and policies.

★ ★ ★

WILLIAM J. GOLTRA, who operates the G. O. Simmons Corporation, awning and banner makers, has become associated with Harry M. Flaxman in a new concern, the Goltra-Flaxman Corporation of Hartford. The new company has purchased the old Rockfall Woolen Mills property in Middletown for the purpose of

making Army tents, employing about 250 persons. Both men are Hartford residents.

Mr. Goltra said the primary reason for the new concern's decision to go into operation is to help meet a need the government faces for tents. Operation of the plant will continue in peacetime, however, in the making of awnings and similar items.

★ ★ ★

WILLIAM J. FITZGERALD, state War Manpower Commission director, has announced that Connecticut firms which disregard manpower ceilings and WMC stabilization regulations will not be allocated material for future production by the War Production Board. The regulation, he said, applies to all kinds of priorities and allocations, and has been found necessary to make certain that maximum effort is given to war output by all firms.

★ ★ ★

TIMOTHY COLLINS of Fairfield has been appointed by Governor Baldwin to the State Advisory Council for the Unemployment Compensation Act. President of the Connecticut Federation of Labor, Mr. Collins fills the vacancy on the council left by the resignation of John J. Egan of Bridge-

port, who became state labor commissioner some weeks ago. The new appointee will serve until December 23, 1946.

★ ★ ★

FEMALE JOB PLACEMENTS

by state offices of the United States Employment Service totaled 3,532 for November, a drop of 20 percent from 4,423 placements made in October, according to State War Manpower Commission Director William J. Fitzgerald. More than 52,550 female workers were placed in jobs in this state during the 11-month period ended in November.

★ ★ ★

EMPLOYEES OF N. N. HILL

Brass Company, East Hampton, have been allocated \$15,000 to \$20,000 under a new profit sharing plan announced by President Wyman N. Hill. The amount of the individual allocation, ranging for 1944 from \$150 to \$1,200, is based on three factors: Number of years of service, amount of wages during the past 12 months, and amount of the company's profit. To be eligible to participate employees must have worked for the company at least three years, dating back to June 1, 1941. Allocated funds have been placed in trust with Hartford-Connecticut Trust Company and will be paid to employees on their retirement at age 65, or before that time to their beneficiaries in case of death, or after 60 days of illness.

★ ★ ★

BECAUSE OF ILL HEALTH,

Charles S. Joy, resident treasurer of New Departure Division of General Motors since 1928, has retired. A resident of Bristol, Mr. Joy had been with New Departure for 35 years. Formerly a bookkeeper in the wholesale lumber business in Springfield, Mass.,

ROBERTSON — Keep the Name in Mind

It's a name that stands for complete service in Folding Paper Box packaging—everything from original idea to the finished product.

Serving for many years a clientele which reads like a blue book of American industry, many invaluable lessons have been learned—lessons on how to package, strikingly, any product that can best be presented to the public in a Folding Paper Box.

ROBERTSON—keep the name in mind. Better yet, call us in now to help you get ready for competitive days to come.

ROBERTSON
PAPER BOX COMPANY
MONTVILLE, CONN.
NEW YORK OFFICE
420 LEXINGTON
AVENUE

where he was born 62 years ago, Mr. Joy became New Departure's credit manager in 1909 and 10 years later its assistant treasurer. He is a graduate of Yale from which he received the bachelor of arts degree in 1904.

★ ★ ★

J. B. WILLIAMS COMPANY, Glastonbury manufacturers of toilet preparations and soap, has filed suit against the federal government for recovery of \$30,498 allegedly collected erroneously as manufacturer's excise taxes in 1939. The Glastonbury concern contends non-manufacturing expenses such as advertising, selling and promotion costs were erroneously included in the prices of taxable articles on which the plaintiff paid a total of \$76,156 in excise taxes for the period February, 1938 to June, 1939.

★ ★ ★

THE NAVY BOARD for Production Awards has notified the Stamford Rolling Mills in Springdale that its Army-Navy "E" award has been renewed. This is the third renewal given to the company and the fourth time the concern has won the award.

★ ★ ★

JOSEPH MERRIAM, well known Middletown manufacturer, died at Middlesex Hospital recently at the age of 89. Mr. Merriam, who had been retired from active business for five years, had operated the Rockfall Woolen Company, blanket manufacturers, for more than 50 years. At

various times he was connected with other Middletown concerns in executive capacities and was one of the original incorporators and former vice-president of the Middlesex Hospital.

★ ★ ★

REPORTS FILED by political groups in the Secretary of State's office show political activities in this state during the 1944 state and national elections cost substantially more than \$500,000.

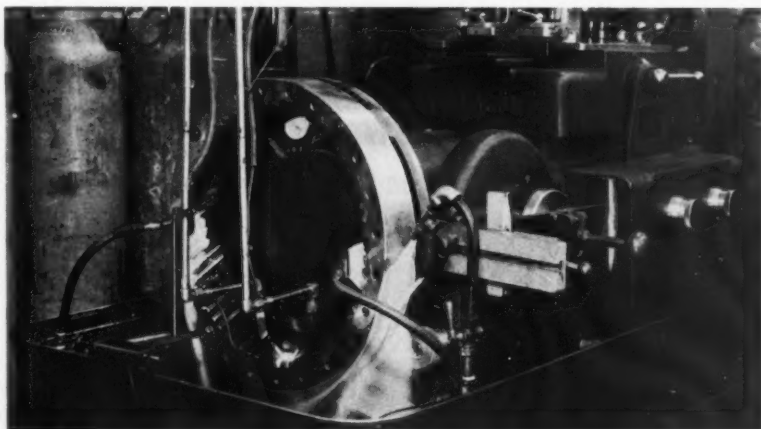
The Republican State Finance Committee received \$316,881 in contributions during the campaign and spent \$298,142, much of it going as refund to towns where money was used to finance local campaigns. The Republican State Central Committee received \$145,474 from the Finance Committee and other sources and spent \$117,193.

The Democratic State Central Committee collected \$101,000 and spent \$105,000. U. S. Senator-elect Brien McMahon of Norwalk ran his own campaign and expenditures of more than \$40,000 in his behalf were reported.

To these sums must be added the money spent by Democratic city and town organizations, by Congressional candidates of both parties, by the Socialists and Socialist-Laborites, and other minor campaign expenses.

★ ★ ★

THE UNITED STATES Civil Service Commission has announced that examinations will be given for the following positions at the Springfield,



(Above) **FLAME HARDENING OF INTERNAL GEAR TEETH** as it is performed at Snow-Nabstedt Gear Corp., Hamden, makers of Joe's Famous Reverse and Reduction Gears. The internal gear is shown being hardened one tooth at a time. The acetylene flame travels the whole length of the teeth and the gear is automatically indexed around to bring each tooth in contact with the flame. Water is applied for quenching. Flame hardening prevents distortion by applying heat to the teeth only. Snow-Nabstedt is believed to be the only Connecticut user of this process.

METAL FINISHING CONTRACT WORK Done by the Famous DU-LITE PROCESS

Black Oxidizing of Steel, Brass and Copper. We have the equipment and facilities to handle your work promptly. Only high quality finishing.



This is the place to have your METAL finishing done by factory experts, using the Du-Lite Black Oxide Processes.

Give us a trial.

**MIDDLETOWN
METAL
FINISHING
COMPANY**

60 RIVER ROAD

**MIDDLETOWN
CONNECTICUT**

IF PEACE CAME TOMORROW...

Would You Be Ready for the New Competition Ahead?

Now, when you are utilizing every available facility for all-out war production it is not easy to find time to think ahead to the return of normal living.

Yet, if you are to be ready for peace time business, you must prepare in advance.

Many manufacturers are doing just that today by modernizing their management controls—Wage Incentives, Job Evaluation, Production and Planning, Cost Systems, Foremen's Bonus, improved Manufacturing Methods, etc.—with the help of Plocar Engineers.

The result—their war production is reaching new peaks—and the improvements place them in a stronger competitive position for peace time opportunities and profits.

For information and references, write

JOHN J. PLOCAR COMPANY

Singer Building, Stamford, Conn., Tel. Stamford 3-6815

Representatives in principal industrial areas

BUSINESS AND INDUSTRIAL MANAGEMENT CONSULTANTS

Boston Office

238 Park Square Building

PLOCAR ENGINEERS

Mass., Armory: drop forgers, electricians, machinists, masons, gagemakers, benchmen, assemblers, millwrights, painters, set-up men, plumbers, tin-smiths, roofers, toolmakers, subinspectors and patrolmen.

Even though not fully qualified for these positions, persons are invited to file applications and will be considered sub-eligibles in the absence of fully qualified eligibles. Applications and further information may be obtained at the nearest U. S. Employment Service office or from the Secretary of the Board of the U. S. Civil Service Examiners at the Springfield Armory.

★ ★ ★

HENRY G. SCHROEDER, assistant secretary, purchasing agent and office manager of Schroeder Brothers Manufacturing Company, Torrington, died of pneumonia recently at Hungerford Hospital. A native of Waterbury, he had lived in Torrington 40 years, and was vice-president of the Germania Singing Society.

★ ★ ★

JULIUS SCHNELLER, 59, of Centerbrook, president of Verplex Company of Essex, died suddenly on a train recently at the New London Railroad Station. Born in Hungary, he came to this country 45 years ago and lived in Plainfield, N. J., until moving to Centerbrook in 1935. He was a graduate of New York University.

★ ★ ★

AWARDS FOR OPERATING without an accident causing lost time have been awarded to four Stamford area plants holding policies with the Liberty Mutual Insurance Company of Boston. The companies and the number of manhours without accidents follow: Airadio Inc., 465,953; American Felt Company, 218,080; Henry Company, 298,012, and Laminated Shim Company, 353,588.

★ ★ ★

PATRICK J. WARD, president, and John A. Banks, secretary-treasurer of the Greater Hartford Industrial Union Council, CIO, have sent telegrams to the chairmen of two Senate committees supporting Henry A. Wallace for Secretary of Commerce. The telegrams, authorized by delegates to the council, were sent to the Senate Commerce Committee and the Senate Fi-



"This flag shall be a symbol of our continuing struggle towards perfection in the service of our country".

Alfred C. Fuller,
Chairman

We are proud that the Men and Women in this plant have won the Army and Navy "E"

The Army and Navy "E" flag now flies from the flag staff of this company. The men and women of The Fuller Brush Company are justly proud of the award, and determined to do their best to keep it flying.

The War Department citation reads: "For high achievement in the production of war materiel". The Navy Department citation reads: "For meritorious and distinguished service".

The "E" is a symbol of efficiency. It imposes greater responsibility upon us. It will be a constant reminder to every man and woman in the Company to do their best to back up our fighting men in the war for freedom and justice. To this end we pledge our united loyalty.

THE FULLER BRUSH COMPANY HARTFORD • CONNECTICUT



Property Facts Are Basic

The starting point for sound solution of problems of Income Taxation, Reconversion, Accounting, Insurance and Finance is an accurate knowledge and record of Property Facts.

The **AMERICAN
APPRAISAL**
Company

VALUATIONS • PROPERTY RECORDS
DEPRECIATION STUDIES

BROWN LIGHTNING PROTECTION INSTALLED WITH A 20-YEAR GUARANTEE

Cut lightning loss to zero with Brown installed lightning protection. Approved by fire insurance companies.

Equipment sheathed with 1/8" lead coating 25' down the stack to prevent corrosion.

Full details and names of Connecticut industrial users of Brown installations on request.

EDWARD H. BROWN
Hartford New Haven
2-0771 6-8576

nance Committee, both of which have opposed the appointment. The CIO group favored keeping lending agencies under the Department of Commerce.

★ ★ ★

READY TOOL COMPANY of Bridgeport has been sold to United Tool and Die Corporation of Hartford. The Bridgeport firm, manufacturers of tool holders, lathe and grinder centers and other fine tools, has been located in the Brass City for the last 30 years. It will continue operations at its present location, though it is expected its products and output will be expanded under the new ownership.

Thomas Fish, president and manager, continues with the new corporation for a limited time as vice-president in charge of sales, while Carl B. Christensen, superintendent, continues as vice-president and superintendent in charge of manufacture and production. Harold Fish serves as consultant engineer. James J. Carney and Lawrence J. Delaney are taking over as president and secretary-treasurer, positions they now hold with United Tool and Die.

★ ★ ★

AS OF JAN. 1, last, the name of the Waterbury Paper Box Company was changed to Heminway Corporation, according to announcement by H. H. Heminway, president. For 75 years the company has manufactured set-up paper boxes, but when the war put metal on the critical list the concern directed part of its effort to the development of paper substitutes for metal, such as threaded closures, moulded products and cannisters. It plans to continue the manufacture of these products after the war. Because of the variety of products now made, the former name seemed no longer appropriate and resulted in the change.

★ ★ ★

BRIG. GEN. GUY H. DREWRY, commanding officer of the Springfield Ordnance District, has announced that, among others, two Connecticut war plants engaged in the production of artillery ammunition have received a number of highly skilled enlisted men released by the War Department for temporary assignment to industry. The concerns are the Petroleum Heat and Power Company of Stamford and the Babcock Printing Press Corporation of New London.

A NAVY EXHIBIT of captured Japanese equipment was shown at the Wiremold Company Feb. 5 through Feb. 7 and at the Bush Manufacturing Company Feb. 7 through Feb. 10. The showing at the two plants, both in the Greater Hartford area, were designed to combat the growing feeling that the war is over.

★ ★ ★

MYRON A. WICK, president of Plastic Manufacturers, Inc., of Stamford, in a recent interview, told of the part plastics are playing in the war effort. More than 85 percent of the industry's total output is now going into military uses, he said, while a large part of the remainder goes into essential products.

To give some idea of how the production of plastics has jumped because of war needs, Mr. Wick quoted some tonnage figures:

"In 1941 production of phenolic resin alone was about 150 million pounds. Today it is more than twice that amount. Approximately 18,000,000 pounds of plastics in the vinyl group were turned out in 1940 and, although final figures are not yet in, the estimated total for 1944 is 108 million pounds."

The remarkable wartime record of this new industry was attributed in large part by Mr. Wick to the fine work of the Society of the Plastics Industry of which his company is a member. The society acts as intermediary between the Government, the Armed Forces and its 450 company members.

★ ★ ★

ROBERT P. PATTERSON, under secretary of war, has notified the Safety Car Heating and Lighting Company of New Haven that it has been awarded the Army-Navy "E" Award for the fourth time. The award was made for outstanding achievement in producing war materials.

★ ★ ★

AUTOYRE COMPANY of Oakville has been given its fourth "E" for continued excellence in war production. Peacetime manufacturers of bathroom and kitchen accessories, the company has been wholly in war production since Pearl Harbor, turning out magazines for caliber .30 carbines and belt links for automatic guns as well as other munitions parts.

Philip B. Shailer, vice-president and general manager, announced the

company also has been honored by the Inland Manufacturing Division of General Motors. Recently Inland presented the 1,500,000th .30 caliber carbine produced in its plant to Autorye as a tribute to the outstanding work of the company's employees in turning out 21,000,000 magazine assemblies for these carbines.

★ ★ ★

RICHARD H. DIESEL, manager of the war contract service department in the Stamford Division of Yale and Towne Manufacturing Company, has been appointed manager of aircraft and automotive sales with office in Detroit. Mark A. Miller, Yale and Towne assistant general manager, made the announcement.

Mr. Diesel brings to his new work engineering and sales experience in the field of locks and hardware that began in 1929 in the engineering department of Sargent and Greenleaf, Inc., lock manufacturers, of which his father was president. He then headed up the Philadelphia and New York offices for two years each before becoming general sales manager and engineer at the Rochester plant in 1935. Four years later, in 1939, he accepted an appointment of the Yale & Towne Manufacturing Company, in its bank and prison lock sales department.

In 1941, he was appointed manager of the newly created war contract service department, where his work, Mr. Miller said, "has been outstanding. This splendid experience plus many previous years of both engineering and sales work fit him admirably for this important position, as manager of aircraft and automotive sales."

★ ★ ★

RECORD PEACETIME EMPLOYMENT of 14 to 15 million persons in manufacturing industry and jobs for a total of 55 million if other branches of the economy respond to industry's energizing influences are indicated in a postwar employment survey by the National Association of Manufacturers. The survey was based on reports from 1,756 manufacturers.

Analyzing figures in connection with industry's "earn more, buy more, and have more program," the NAM research department said "we may find that a postwar employment level only 13 percent below the wartime peak in manufacturing will easily provide jobs for every able and willing worker who is available."

It is considered possible, according to deductions, that demand for 55 million workers, nearly 10 million more than were employed in 1940 on jobs not connected with emergency public works, will create an actual labor shortage, at least in certain areas.

★ ★ ★

THE INDUSTRIAL PRESS Service in its January issue pointed out that Birmingham, Ala., businessmen have subscribed \$400,000 to establish a Southern Research Institute whose declared purpose is to develop industry in the South and so provide jobs and increase the earning opportunities in their own corner of the country.

Meanwhile, the Midwest Institute has been established at Kansas City, Mo., "to serve industry and explore and develop the Midwest's resources." The institute is raising a fund of \$500,000 and has employed an experienced researcher as director.

★ ★ ★

THE ARMY-NAVY "E" Award for outstanding production of war materials was recently presented to the P. and F. Corbin Division of the American Hardware Corporation, New

Britain. Presentation of the award was made by Lt. Col. T. L. Hapgood, executive officer of the Springfield Ordnance District, and a former resident of New Britain. First Vice-President C. B. Parsons of the corporation and general manager of the P. and F. Corbin Division, accepted the pennant on behalf of the division and its employees.

Presentation of the "E" insignia was made by Lt. Comdr. R. T. Fish, USNR, assisted by Pfc. Val Wirzbicki, returned Purple Heart veteran of Bougainville and a former employee of the company.

George Kron, who has been in the employ of the company for 61 years, made token acceptance of the pins for the employees. He was assisted by Watson M. Tanner, shop chairman, Local 232, UER&MWA; Herman L. Telke, shop committee chairman, Local 1249, IAofM; Frank Kent, Elizabeth Bachman and Michael Nevulis.

S. P. Morgan, factory manager, was master of ceremonies. Mayor George A. Quigley, in a brief speech, said that the people of New Britain are proud of the record of employers and employees of the local industries.

Mr. Morgan reviewed the history

Get Ready Now!

with

Production Planning and Control

Job Evaluation

Methods Engineering

Wage Incentives

Quality Control

Scientific Merchandising

Market Surveys

Line Production Procedures

**BIGELOW, KENT, WILLARD
& COMPANY**

MANAGEMENT ENGINEERS

BOSTON

NEW YORK

DOLAN STEEL COMPANY

IMMEDIATE  SHIPMENT

SPECIALIZING IN

SHEET and STRIP STEEL

*We Cut to Your
Exact Specifications*

• DOLAN STEEL COMPANY

Office and Warehouse

810 UNION AVENUE

BRIDGEPORT 7, CONN.

Telephones: Br. 5-8174 5-8175 5-8176



of the products manufactured by the company which was founded by Philip Corbin in 1849 and has a record of uninterrupted operations for nearly a century. He said its products serve in every field of the war effort and he expressed the thanks of the company to all who have aided it, in supplying equipment, materials, supplies and services; and to its sub-contractors and to those to whom the company is sub-contractor.

Vice-President Parsons, in accepting the award, said the employees of the division took great pride in gathering to receive the award "for their fine record in the production of war materials."

★ ★ ★

GOVERNOR BALDWIN made the introductory address at the Warren McArthur Corporation's Army-Navy "E" award ceremony held late in December in Torrington State Armory. The concern, located in Bantam, is engaged in producing seats for 35 different types of Army and Navy aircraft—including the B-29—and is reported to be supplying between 75-80% of all seats used on American warplanes.

Major Robert L. Fisher, Air Technical Service Command, awarded the "E" pennant and Lt. Comdr. Raymond T. Fish, USNR, made presentation of "E" pins to Ethel Bolle, Stanley Chillinski and George Shepard, president of Local 749, U.A.W., C.I.O. who accepted on behalf of the concern's nearly 1200 employees.

Warren McArthur, president of the company which bears his name, accepted the pennant on behalf of management. Paul White, chief of foreign broadcasting for the Columbia System presided as master of ceremonies.

It is said that the seats for military aircraft which the McArthur Company produces are the most complicated "sitting-down" devices ever devised by man. The construction of barbers' chairs, dentists' chairs and even electric chairs is child's play compared with the production of warplane seats. Not only must the seats be comfortable but they must be built to afford armored protection, move in all directions, afford opportunities for escape from burning or falling planes and be equipped with all manner of safety devices. Vitally important, too, is the weight factor which Warren McArthur greatly reduces through the use of tubular magnesium for frames, a development

which Mr. McArthur himself perfected.

★ ★ ★

THE NEW HAVEN RAILROAD has announced the appointments of Henry F. McCarthy as executive assistant to the president, Dean F. Willey as assistant general manager, Philip H. Hatch as general mechanical superintendent, Carl A. Mitchell as personnel assistant, William P. Libbey Jr. as office assistant to the vice-president, Herbert E. Bixler as transportation assistant, and Frederick J. Orner as superintendent of freight transportation, all with headquarters in New Haven.

★ ★ ★

ACCORDING TO FIGURES of the Social Security Board, Connecticut is paying recipients of old age assistance on the average more than all but seven states and territories. The latest statistics of the board, covering August payments, show 14,204 recipients of old age assistance in the state who received \$490,298, an average of \$34.52. This was a decline of 1 percent each in number and total amount from July of this year and a drop of 1.7 percent in number and 1.4 percent in total amount from August of the previous year.

★ ★ ★

THE JUDICIARY COMMITTEE, one of the most important in the General Assembly, may have some of its legislative and political power



JOACHIM LEHMKUHL, president of The United States Time Corporation presents \$200 award to Daniel Calabrese, one of the 12 grand prize winners in the Ingersoll Art Award Contest. His work is one of the 12 pictures reproduced in U. S. Time's 1945 calendar. Calabrese, who is now studying at Yale Art School, also won a \$10 award for a second picture taking an honorable mention.

sharply curtailed if a recommendation of the State Legislative Council to revamp the assembly's setup is approved at the present session of the Legislature.

The council has proposed a suggestion that five other committees be created to handle major subjects of legislation dealing with veterans affairs, liquor control, elections, licensed occupations, and public personnel. The council also feels regular committees of the Legislature should

be given wider scope and that they have more bills referred to them.

In a further recommendation to curb the power of the Judiciary Committee, the council advocates that majority and minority leaders of both houses should be ex-officio members of all committees, chairmen of none, and without power to vote in any. The council believes this would expedite the work of the Assembly and would give the leaders better background for debates on legislative measures.

★ ★ ★

BRIG. GEN. H. S. SAFFORD, Ordnance Department, Washington told representatives of the Connecticut press and radio at a Hartford conference called by Governor Baldwin that "Americans must rededicate themselves to an upsurge of production on the home front so that our forces on all fronts shall be limited in their use of material only by our ability to get it to them."

After pointing out "the tempo of the war is quickening, the fury more devastating," General Safford asserted American forces are using supplies faster and need new kinds of supplies. "In France between Sept. 20 and Oct. 20," he said, "American armies fired more mortar shells every day than were fired in a month in Africa." He added that on the European front there are four more armies fighting than were on the African front.

The general emphasized that industry and labor must co-operate and concentrate their efforts in pro-

*Advertising
IDEAS for
Manufacturers
PLANS · COPY
LAYOUT from
start to finish
TELEPHONE 2-2823*

Today manufacturers are asking themselves: What are we going to be up against in the switch-over from war to peace-time production? How about our old customers? Where are the new ones? What about a distribution plan? What advertising should we do?

No one has all the answers to the questions about production and selling which manufacturers are puzzling over during these eventful days. But there are certain preliminary steps that can be taken now which we, with years of experience, are competent to assist with. We invite manufacturers in the Hartford area to inquire about the service we as advertising agents are prepared to render.

MANTERNACH, Inc.

172 HIGH STREET • HARTFORD, CONN.

We Know The Value Of TEAM-WORK

EVERY contractor who has ever called upon the Roger Sherman organization for service knows that every man-jack of our organization is an efficient member of a co-ordinated team. Whatever the job we're called upon to do, each Roger Sherman workman knows his part — and carries out his duty like the well-trained, solidly-grounded team member that he is. Modern equipment, manned by experts, backed by an organization famous in New England for smooth precision of movement and accomplishment — such, in brief, is Roger Sherman service.

STEEL ERECTION

RIGGING

HAULING

TRAILER SERVICE

"BACK THE INVASION" — BUY WAR BONDS



**ROGER SHERMAN
TRANSFER COMPANY**

469 CONNECTICUT BOULEVARD, EAST HARTFORD, CONN.,

TEL. 8-4153, 8-4154

Branch Office 505 Grand Avenue, New Haven, Conn. Tel. 6-1368

ducing "critical items, some of them new ones." He said "the difficulties are not insurmountable so long as we all fully realize that there is not one of them that cannot be accomplished if American industry and labor do their best."

★ ★ ★

FIFTY-ONE EMPLOYEES of Bridgeport Brass Company, who returned to their jobs following discharge from the Armed Forces, were guests of Col. Herman W. Steinkraus, president and general manager, and members of the company's cabinet, at a dinner dance held in the cafeteria recently. Other guests included members of the Armed Forces who had been employees of the firm and who were home on Christmas furloughs. This was the second party of its kind held by the concern, the first having been given in March and which was attended by 70 returned veterans. At the time of the second affair, there were 118 employees of the company who had returned to their jobs after service with the Armed Forces.

★ ★ ★

IN A MOVE to ease the shortage of heavy labor in Connecticut brass strip rolling mills, where production must be stepped up to meet increased small arms ammunition requirements, State War Manpower Director William J. Fitzgerald disclosed that 400 additional Jamaicans were brought into the state by Jan. 1. Arrival of the 400 workers in Waterbury brought the total number of Jamaicans employed in Connecticut industry to 800. Outside of Waterbury, the majority of these are hired as heavy laborers in plants in New Britain, Stamford and Bridgeport.

★ ★ ★

JAMES F. BYRNES has set up a program for stripping the least war-important jobs first in the draft of industrial workers age 26 through 29. In general the mobilization director's plan would postpone the drafting of "irreplaceable" men until depletion of the pool of workers whose jobs can be filled by older men, those with physical impairments, or women. Replaceable men, even in the highest priority work, would be drafted ahead of those in less critical work for whom no substitutes are to be had, according to the program.

JAMES A. A. GOULD, president of Gould Aeronautical Division of Pratt, Read & Co., Deep River, during a recent press tour of the plant, announced that a new contract, sharply stepping up schedules for production of Army gliders, has been given the aeronautical division. Military men accompanying the tour said the contract was for "several hundred" gliders. It was also announced that the company is increasing the pace of rebuilding wrecked gliders. The higher production at the plants called for the immediate employment of 450 additional workers and more to be added as the schedules get into full swing. It was brought out during the tour that 30,000 troops were landed behind the German lines on D-Day, of which it is estimated that considerable more than half were carried in Gould-build gliders.

★ ★ ★

ADM. C. C. BLOCH, chairman of the Navy Board for Production Awards, has notified the 4,000 employees and management of Yale and Towne Manufacturing Company, Stamford Division, that they have been granted a renewal of the Army-Navy "E" originally awarded to them July 21, last, for their continued splendid production of war materials. The news was contained in a letter to William R. Hoyt, general manager of the division.

★ ★ ★

EMPLOYEES of the wiring division of Bryant Electric Company, Bridgeport, have been notified of a second renewal of their Army-Navy "E" award. This was in recognition of meritorious service on the production front and the maintenance of high standards which the Bryant employees set when they were originally given the "E" in December, 1943.

★ ★ ★

COMDR. JOHN F. ROBINSON, state Selective Service director, has called attention to the present manpower situation, both military and industrial, which he describes as critical. He said General Hershey has given instructions to Selective Service local boards to review occupational deferments and points out that legislation to control employment of 4-F's is under consideration.

Under the more liberal occupational

STORAGE TANKS

- 6 (10,000 gal.) tanks
(7' x 34')
- 2 (6,000 gal.) tanks
(8' x 16')
- 1 (2,500 gal.) tank
(7' x 9')
- 1 (2,000 gal.) tank
(5'4" x 12')

We also have a selection of smaller sizes and several high pressure tanks. We have a variety of open top tanks, chemical tanks, all sizes and shapes. All our tanks are air tested and guaranteed.

D. & C. EQUIPMENT CO.
10 Edwards St.,
Hartford, Conn.
Tel. 7-5000

We specialize in . . .

**GROUND THREADS
GROUND GEAR TEETH
GROUND SPLINES
GROUND CAMS
BROACHING**

For full details write:

The Hartford Special Machinery Co.
Hartford, Conn.

Manufacturers of

FIRE BRICK

**IN ANY SHAPE
OR QUALITY DESIRED**



**THE
HOWARD COMPANY**

250 BOULEVARD
NEW HAVEN, CONN.
TEL. 7-2040

★

HUBBARD RICKERD AND BLAKELEY

**INDUSTRIAL MANAGEMENT &
MECHANICAL ENGINEERS**

offer their services to
Connecticut manufac-
turers in the following
capacities—

Engineering Services

Heating
Ventilating
Plumbing
Electrical Work
Air Conditioning
Boiler Plants
Water Pollution

Industrial Management Services

Cost Control and Reduction
Jigs and Fixtures
Line Production
Plant Layouts
Production Control
Project and Machine Design
Time Study and Job
Evaluation

Information on Request

**HUBBARD, RICKERD
& BLAKELEY**

**110 WHITNEY AVENUE
NEW HAVEN 10, CONN.**



deferment policies in effect since last spring, he said, employers and local boards have been concerned chiefly with occupational deferment of registrants of the age group 26 through 29. Consequently, current information on employment and importance of registrants who have attained their 30th birthdays generally is not in possession of the local boards. Neither have they current information available in many cases of 4-F's and other classification of registrants previously rejected as not qualified for general military service.

In view of these developments, Commander Robinson suggested that Forms 42A be filed by employers for all registrants aged 18 through 37 for whom carefully prepared claims have not been filed within six months. He also advises that the same forms should be submitted for all veterans of the present war who have had less than 90 days active duty or whose only service was in an officer training program.

Draft quotas are expected to rise sharply in the next few months, it has been learned from government officials who are in favor of "work or fight" legislation as a means of filling resultant gaps in war production ranks. The government, it was pointed out, proposes to extract some 200,000 to 900,000 men needed for armed service from occupationally deferred workers age 26 through 29 in war-essential industries. It is expected the step up in inductions will

boost draft calls from 110,000 a month to about 150,000.



FOUR RETIRING OFFICERS of Trumbull Electric Company, Plainville, were honored at a testimonial dinner given recently in Hartford. They are former Governor John H. Trumbull, president; Frank T. Wheeler, vice-president; Henry Trumbull, treasurer, and Stanley S. Gwillim, secretary.

Success of the 45-year-old company, which they founded, was attributed to the opportunity-mindedness rather than the security-mindedness of the four men by Charles E. Wilson, president of General Electric, the company which now entirely owns Trumbull Electric.

Governor Baldwin and more than 400 Trumbull Electric employees joined in paying tribute to the retiring officials at the affair held in the Hotel Bond. Many representatives of General Electric, in addition to Mr. Wilson, and the newly elected president, Elmer T. Carlson, also were present.



QUICK ACTION to offset the effects of a disastrous fire which destroyed its one-story brick building in New Haven, causing damage estimated at \$300,000, has been taken by the A. F. Holden Company. Within a short time partial operations were started at the Winchester Ave.



(Above) RETIRING TRUMBULL ELECTRIC officials, photographed at a testimonial dinner recently given in their honor, include: standing, left to right, S. S. Gwillim, retiring secretary; Henry Trumbull, retiring treasurer; and F. T. Wheeler, retiring vice-president. Seated, left to right, are: Governor Baldwin; C. E. Hanny, executive engineer and toastmaster; C. E. Wilson, president of the General Electric Company and J. H. Trumbull, retiring president of the Trumbull Company.

plant which was intact. Quarters were rented at 432 Temple St. where the office staff went to work. Rebuilding was started on a part of the burned plant and this small plant was expected to be completed and usable for chemical smelting by Jan. 24. Rebuilding of the rest of the plant was scheduled to begin as soon as suitable plans could be drawn and bids received.

★ ★ ★

FORTY-SIXTH among the states in size, thirty-first in population, Connecticut stands in eighth place in the value of wartime industry and in first place in industry's per capita value, with production in the war period being the largest ever achieved in the history of the state's industry.

These facts were brought out by Governor Baldwin in addressing the annual dinner meeting of the Connecticut Development Commission in Hartford. The point that Connecticut is out in front in war production means that it has to stay out in front in peacetime, he said.

The state's position in wartime industrial output "puts us right on the griddle" in meeting postwar problems, the governor asserted, adding "but that is really where we want to be and we have never called quits in a good fight." He promised every effort by his administration to make Connecticut a "better place in which to work and to live and to raise our families."

★ ★ ★

THE WIREMOLD COMPANY has recently announced payment of a 6% bonus to all eligible employees on pay earned in the last quarter of 1944, according to D. Haynes Murphy, president. In announcing the bonus, President Murphy said: "And it could have been a lot more if we had done a better job."

Bonus payments are made under a definite plan which provides that, in any quarter the company earns enough money to pay 6% dividends on its stock to have an amount left over to increase its surplus, a fund equal to 25% of that amount will be distributed to all eligible employees. The president is not eligible to receive such bonus. All employees who have been with the company for one year at the beginning of the quarter for which the bonus was paid are eligible.

FOURTEEN CONNECTICUT industrial plants have been approved by the U. S. Office of Civilian Defense to secure the National Security Award which is granted for excellence in plant protection in the plant safety programs. Nomination for these awards begins with local war councils in the town where the plant is located and are thereafter approved by state headquarters in Civilian Defense headquarters in Washington. Eleven other Connecticut firms have also received this award. The fourteen companies announced late in January include: Berger Brothers, New Haven; Bridgeport Brass Company, Housatonic Branch and East Main Street Branch, Bridgeport; Bryant Electric Company, Bridgeport; Bulard Company, Bridgeport; General Electric Company, Bridgeport; Majestic Laundry Company, New Haven; Manning, Maxwell and Moore, Incorporated, Bridgeport; National Folding Box Company, New Haven; Russell Manufacturing Company, Main Plant, Middletown; Stanley Works, Stanley Tools Division, New

Britain; Union Manufacturing Company, New Britain; United Aircraft Corporation, Hamilton Standard Propellers, East Hartford; United Aircraft Corporation, Pratt & Whitney Aircraft Division, East Hartford; United Aircraft Corporation, Chance Vought Aircraft Division, Stratford.

★ ★ ★

TWO NEW NAVY FILMS entitled "Target Japan" and "Pacific Firepower" have been made available for showing to war workers and plants and to labor unions by the Navy's Industrial Incentive Division.

War plants and labor groups desiring to exhibit the new battle films may obtain them through Hebert Studios Inc., 53 Allyn Street, Hartford.

★ ★ ★

THE FORMER New England Carpet Lining Company factory in New London has recently been purchased by Joseph R. MacDonald, president of the Multiple Breaker Company. The plant is to can water for storage on lifeboats,

*Water Cooler
Repairs*



GENERAL ELECTRIC

The Government permits repairs, and we are in position to make them.

Also, we have service contracts.

Write or phone

THOMPSON WATER COOLER CO.

N. Haven 7-0115

Hartford 2-1789

Waterbury 4-3319

Bridgeport 3-5787

"MAKE NO LITTLE PLANS



★

**THEY HAVE NO MAGIC
TO STIR MEN'S BLOOD
AND
PROBABLY WILL NOT
THEMSELVES BE REALIZED
MAKE BIG PLANS"**

★

Those were the words of the late great Daniel H. Burnham, Chief of Construction of the World's Columbian Exposition, when challenged for the breath-taking extent of his report to the London Town Planning Conference in 1910. *There was an American!* That statement came from a man who understood the genius of America, and our limitless energy and ambition.

Today we are putting that energy into a mighty struggle to defeat our enemies and to restore our economy. Just as our war plans, both in

production and military operations, are on a great scale, so must our postwar plans measure up to the seriousness of the task and the greatness of the opportunity.

American manufacturers are doing their part



THE GRAY



by making big plans for postwar production that will supply good jobs for returning servicemen and demobilized war workers. Gray's share lies in our plans for several new and improved products. One in particular will fill a vital need of commercial, transportation, educational, governmental and communications organizations of many types—and at less cost than before. Thorough investigations have convinced us that there is a large market for it.

This device has been perfected over a period of years and at a development cost of hundreds of thousands of dollars. Like many another forward-looking American manufacturer, Gray has invested in research and development in the expectation that its investors will be repaid out of a reasonable profit on its products when it is possible to go into peacetime production and get our devices out into the marketplace. Such profits for American investors, and such jobs for Americans, grow out of the fact that the products made *give the buyer more for his money*. These product development programs, and plans for the postwar period, will supply good jobs for returned servicemen and demobilized war workers, and enable them to *buy from others the things they want and need*.

All of our men who have joined the armed

forces will be welcomed back to the jobs they left or to better jobs. We believe that our new products will enable us to employ many other returned servicemen and demobilized war workers.

But ours is only a small part of converting America's war production plant for a time of prosperous peace. Thousands of manufacturers, large and small, have plans just as valuable toward building a private economy in which *Americans can earn more, buy more and have more*. Thus will be used America's limitless energy and ambition; using our productive capacity to provide us all with more for our money in the things we buy, so that we can *buy more*—and thus create *more* jobs, and *more* earnings for all.

To make possible this program for all American business for the future will require *your* help. For its accomplishment will need legislative action—action that *you* can encourage. Postwar tax policies that leave sufficient funds for expansion. Laws that clearly prevent unregulated monopoly, government or private. Labor policies that establish the responsibilities of both labor and management. And business operation under *law* instead of by unpredictable "directive".

MANUFACTURING COMPANY

W. E. Ditmars, *President*
*Manufacturers of Radio, Radar and other Electrical,
Electronic and Communications Equipment*

16 ARBOR STREET

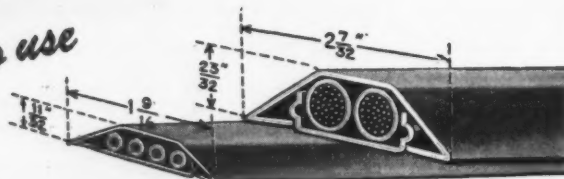
HARTFORD, CONNECTICUT



PANCAKE

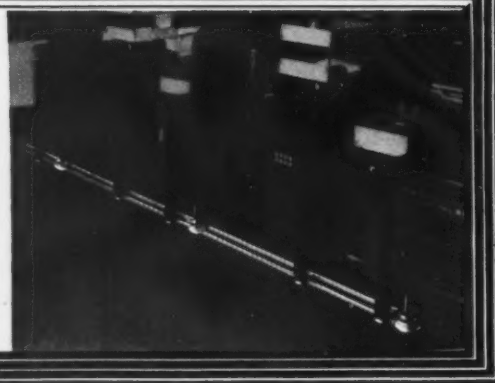
Wiremold Overfloor Wiring Systems No. 1500, Capacity 4 No. 12; No. 2600, capacity 2 26-pair telephone cables. "Flat as a pancake; strong as a bridge."

What to use

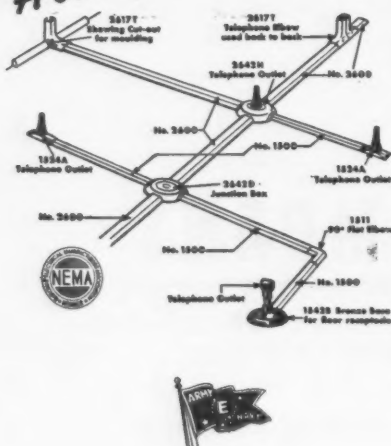


Where to use them

Wherever telephone connections or light, power, or control wiring must be run **OVER THE FLOOR** to desks, office equipment, benches or machines. "Pancake" is strong and trip-proof with a low ramp angle. It hugs the floor, protects the circuits, makes it possible to install, extend, or relocate wiring quickly and inexpensively.



How to use them



Typical Installation drawing shows the use of "Pancake" raceways and fittings. Raceway base is simply cut to length and fastened to floors, with slip-joint connection to fittings at required locations. Wiring is laid in place and cover sections snapped on to complete installation. Write us for bulletins and data sheets . . . know and use this better, modern way to solve difficult wiring problems.

**THE WIREMOLD COMPANY,
HARTFORD 10, CONN.**

using a new secret process which treats the water electrically so that the minerals in it will not eat through the container.

According to Mr. MacDonald the government has adopted his method of storing water and has made it mandatory on all merchant shipping. Already, he explained, three million cans of water have been sold to the merchant marine and the company now has a large contract to supply water for the army quartermaster corps for army transports. Warships don't have the kits now but are expected to soon.

Although the plant, which was scheduled to employ approximately 50 at the start, will be 100 percent on war work for the duration, it will become a regular peacetime business furnishing water kits to the merchant marine, Navy and other peacetime users of preserved water supply.

★ ★ ★

MAGUIRE INDUSTRIES, INC. of Stamford and Bridgeport has recently purchased the Columbia Machine Works, 255 Chestnut Street, Brooklyn, according to a recent statement by Russell Maguire, president of the company. The Columbia Machine Works, which was established in 1892 and has been engaged almost entirely in war work, principally in the field of electronics for the Navy, occupies 100,000 square feet of floor space including facilities for the production of heavy equipment such as castings and forgings. It is expected that the new plant will be merged with Maguire Industries, Inc.

★ ★ ★

HOWARD S. HUMPHREY, president of the Parker Shirt Company, New Britain, has just resigned his post after 44 years' service in the company. He is expected to take a long vacation in the southwest before making any definite plans for the future.

Mr. Humphrey was graduated from Yale in 1897 and after serving the importing firm of Arnold B. Heine & Co. in New York for three years, he returned to New Britain in 1900 where he became associated with the Parker Shirt Company at a time when the company's business was confined to nearby towns. Through his efforts in the sales branch of the business, the company is now supplying customers in practically all of the larger cities in the country. In 1914 he was made

vice-president. In 1943, after the controlling interest in the company was sold to Felix A. Kaplan of New York, Mr. Humphrey was made president.

★ ★ ★

J. E. RAND, general manager of the Orford Soap Company, Manchester, was made vice-president at the annual meeting of the Board of Directors held in New York on January 18th. Mr. Rand, who has been with the company for the past 22 years, was office manager until the death of W. W. Robertson when he became general manager.

Mr. Rand is engaged in many local activities in Manchester, chief of which include director of the Manchester Y.M.C.A. and a member of the Board of Police Commissioners.

★ ★ ★

ALBERT E. OTTO, assistant treasurer and manager of the Putnam Woolen Corporation, Putnam, was recently elected by the MAC's Board of Directors as a director to represent Windham County. He replaces J. M. Brindley, former general manager of the Cluett, Peabody & Company at Grosvenordale, who has moved from the state. Mr. Brindley had replaced David Moxon, agent of the American Thread Company, Willimantic, who died.

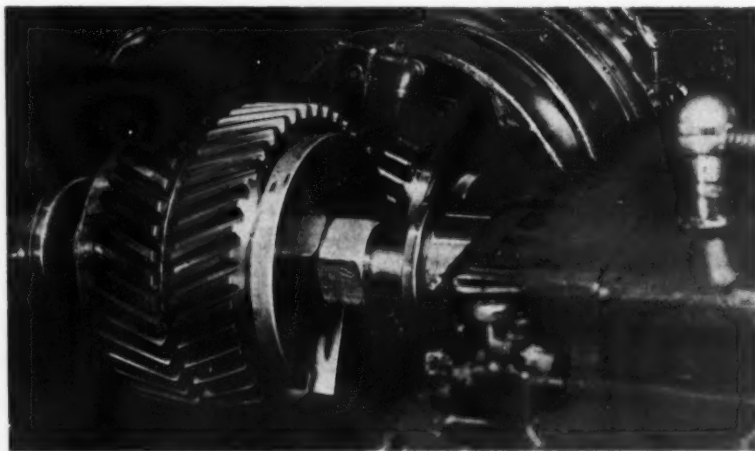
A native of Rockville, Mr. Otto was graduated from the Philadelphia Textile School in 1924, and was a designer for the Hockanum Mills Company of Rockville until he accepted a

position with the Putnam Woolen Company in 1931. As a result of his vigorous efforts in refitting and rebuilding the plant and bringing it to a high state of efficiency, the Uxbridge Worsted Company, owners of the plant, elevated him to his present post in 1937. The winning of the coveted Army-Navy "E" Award flag with three stars added, is an indication that this company now employing 600 persons, has become highly efficient in its operations under the leadership of Mr. Otto.

He is a director of the Citizens National Bank, Putnam Building and Loan Association, a member of the Town of Putnam Board of Finance and a Trustee of the Day Kimball Hospital, also of Putnam. In 1943 he was appointed by Governor Baldwin as a director of the Cheshire Reformatory.

★ ★ ★

SIX MONTHS after receiving its Army-Navy "E" flag, the Yale and Towne Manufacturing Company, Stamford was presented with a new flag with a star at ceremonies held at the plant in mid-January. The flag was presented by Warrant Officer George Ray Tweed, U. S. Navy, the "Robinson Crusoe" who evaded the Japs for two and one-half years on Guam. The flag was accepted by William R. Hoyt, General Manager. W. Gibson, Carey, Jr., president, thanked the employees for their work which was responsible for bringing the second Army-Navy "E" Award.



(Above) **TEETH OF A HERRINGBONE GEAR** are all made smooth, uniform and concentric at Snow-Nabstedt Gear Corp., Hamden, with this special Fellows tooth shaving machine which removes two to three thousandths of an inch of metal to eliminate any tool marks or roughness made in the gear teeth cutting. This operation insures smooth and quiet running gears. The machine is adjustable for shaving either straight or spiral cut external gears and indexes automatically.

BIGELOW BOILERS

WATER TUBE

7,500 to 200,000
pounds of steam per hour

FIRE TUBE

10 to 300 Horse Power

WELDED or RIVETED

THE BIGELOW COMPANY

172 River Street
New Haven 3, Connecticut

In Electronics

IT'S ENGINEERING THAT COUNTS

Our experience in electronic engineering has helped many New England manufacturers. A growing demand for this service has again required extension of our facilities.

★ ★ ★ ★

For Industrial Control and New Product Design, our Electronic Engineering Service is at your disposal.

ARTHUR T. HATTON & COMPANY

410 Asylum Street
HARTFORD, CONNECTICUT

THE ARMY-NAVY "E" flag, highest award by the armed forces to industry, has been raised over the Fuller Brush Company plant at Hartford.

Presentation of the flag was made at the plant January 30 by Lt. Col. Thomas L. Hapgood to Alfred C. Fuller, chairman of the board, before most of the 900 Fuller Brush employees, Governor Baldwin and many guests. Lt. Comdr. R. T. Fish, USNR, read a citation from the Under Secretary of the Navy and Sgt. Ralph Robbins, wounded veteran, pinned the "E" emblem on seven company veterans, including Chairman Fuller who has served the firm 39 years. Col. Edward J. Hickey, commissioner of Connecticut State Police, was master of ceremonies.

Declaring only 4 percent of the eligible industrial concerns in the country have won the award for excellence of production, Governor Baldwin said Germany and Japan made the colossal mistake of underestimating the productivity of American workers.

"You are making the brushes to take the bristles off Hitler's upper lip," said the Governor amid laughter and applause.

Warning against a repetition of the complacency prevalent last summer, Colonel Hapgood, executive officer of the Springfield Ordnance District, said "the war isn't over by any means and we need your production now and not six months from now."

"We all had a grand time kidding ourselves last summer that Germany was a pushover," said Colonel Hapgood. "Armistice by October and Berlin by Christmas. Where the rumors started, I don't know. Well, October and Christmas have passed, and if I remember right we took a pretty good pushing around just a few weeks ago."



PRINCIPALS AT FULLER BRUSH Army-Navy "E" award ceremonies are, left to right, Mary McCormick and Mary O'Neil, long service employees; Lt. Comdr. R. T. Fish, Governor Baldwin, Frank Sinsigalli, president of the union; Lt. Col. T. L. Hapgood, Alfred C. Fuller and Sgt. Ralph Robbins.

Accepting the flag on behalf of the company, Chairman Fuller said he never dreamed "of the invaluable application of Fuller Brushes to the business of winning wars," and paid tribute to the fighting spirit and teamwork of the employees who, he continued, "are alone responsible for bringing this signal honor not only to yourselves but to me."

Mr. Fuller said the flag will be a constant reminder "that we are marching with our sons, brothers and friends in this critical stage of the war, until we have won the fight against tyranny. When that day comes, we can welcome our boys home again and join them in a march toward another goal—the goal of jobs for all and a more peaceful, happier world."

EDWARD R. BARLOW, Assistant Regional Loan Agent of the Smaller War Plants Corporation and former District Loan Agent for Connecticut, has just been appointed as Regional Loan Agent for the New England area. Mr. Barlow is well known in Connecticut, having been at one time credit manager of the Phoenix-State Bank and Trust Company of Hartford, chief examiner with the Connecticut Banking Department, and one time treasurer of the Merchants Trust Company in Waterbury. He is also a graduate and past president of the Hartford Chapter, American Institute of Banking.

During the flood and hurricane disaster in Connecticut, he was in charge of several emergency offices in the state for the Reconstruction Finance Corporation and Disaster Loan Corporation.

Mr. Barlow states that SWPC is continuing to make loans and leases to manufacturers producing products used in the war effort and essential civilian goods, about one-third of which are in participation with banks, and the balance being leases or loans made direct in certain instances where risks are not considered bankable. According to Mr. Barlow, loans and leases which have been granted in Connecticut total over \$1,457,863 to companies for use in the manufacture of army field wire, machine tools, air-

ALFRED B. KING & CO.

BLATCHLEY AVE. & RIVER ST., NEW HAVEN, CONN.

MATERIALS HANDLING EQUIPMENT

**CLEVELAND TRAMRAIL - CRANES
ELECTRIC AND CHAIN HOISTS**

craft parts, radar and electronic components, bomb noses, rockets, bronze and brass castings, submarine parts, egg beaters, ammunition and many other miscellaneous items.

Because of the financial assistance that will be required by many small as well as large industries during the re-conversion period, Mr. Barlow advocates "any manufacturer who has had a contract terminated or substantially cut back and is in need of a loan to carry on his business until he obtains other contracts, should immediately call on his bank. If the bank does not wish to take the loan or participate in it through SWPC, he recommends a direct approach to the nearest SWPC loan bureau, of which there are three in Connecticut as follows: 119 Ann Street, Hartford headed by Karl B. Reynolds; 152 Temple Street, New Haven headed by Kenneth B. Childs; and 144 Golden Hill Street, Bridgeport headed by Francis E. House.

★ ★ ★

A SIXTH STAR has been added to the Army-Navy "E" flag of Bridgeport Brass signifying that the company has retained top production honors for more than three years. Employees attended a special program arranged by the Navy Incentive Division in which Lt. Comdr. L. H. Brendel presented a navy gun crew which demonstrated a 40mm gun. Later the visiting Navy men toured departments of Bridgeport Brass where 40mm shells are being turned out.

★ ★ ★

CHENEY BROTHERS, Manchester, has received its fourth renewal of the Army-Navy "E" and thus became the first textile company in the country to win the coveted production award from the Armed Forces four times consecutively.

★ ★ ★

MORE THAN FIFTY representatives of various manufacturing plants, banking and insurance companies attended the meeting of the Hartford Association of Credit Men held at the University Club Tuesday evening, January 30. The chief speaking attraction for the evening was a debate on the subject of "Recordation of Assignment and Accounts Re-

ceivable". On the affirmative side was R. H. Ryan, General Credit Manager, Pratt and Whitney Division, Niles-Bement-Pond Company, West Hartford, and the negative side was upheld by Joseph W. Fechteler, Director and Attorney of Meinhard Greeff and Company, Inc., New York City. Harry Jackson, National Director and General Credit Manager of the American Hardware Company in New Britain acted as moderator. A lively round-table discussion followed the debate.

★ ★ ★

ON PAGE 25 of the January issue of CONNECTICUT INDUSTRY there appeared a report concerning the operations of the Electro Motive Manufacturing Company of Willimantic, which was in error. The actual facts disclose that the property and building of the Corn Spinning Company, together with all the stock in that corporation, have been acquired by a corporation headed by Samuel N. Rosenstein and subsequently leased to

the Electro Motive Manufacturing Company who now operate it as their No. 2 Plant. The property contains approximately 100,000 square feet in three buildings and was recently occupied by the Distribution Center, Quartermaster Corps, U. S. Army. It is now being used to manufacture various types of condensers and capacitors, which are also being made in the Electro Motive Plant No. 1 at South Park and John Streets, Willimantic.

★ ★ ★

DONALD SAMMIS, vice president of the Underwood Elliott Fisher Company, in charge of the Bridgeport plant, was given the new title of vice-principal, Norwich Free Academy in the caption under the photo on page 4 of the February issue of *Connecticut Industry*. In one sense, it shows how far management will go to get an educator's point of view. Ssh! the truth is that we put a good title in the wrong place and left the proper one out. Our apologies, Mr. Sammis, for a proofreading error.

TIME AND MOTION STUDY	INDUSTRIAL RELATIONS
JOB EVALUATION	ORGANIZATION
WAGE INCENTIVES	SURVEYS AND REPORTS
<p>R. B. BROWN AND COMPANY MANAGEMENT CONSULTANTS 410 ASYLUM STREET HARTFORD, CONN.</p>	
PLANT LAYOUT STUDIES	COST ACCOUNTING
OPERATION METHODS	FLEXIBLE BUDGETS
PRODUCTION CONTROL	SYSTEMS AND PROCEDURE

WOOD - CONNECTICUT'S UNTAPPED RESOURCE

(Continued from page 8)

to meet kiln-dried specifications! This is a challenge to potential manufacturers who should set up facilities that will enable that material to be sold in a condition that does not deliberately ruin its possibility for use. Dependable sawing and kiln-drying facilities should be established to supply the raw materials for modern furniture factories. Furniture assembly shops using recently developed techniques in plywood and laminated wood require a comparatively small capital investment and should prove to be a lucrative business for progressively minded residents of this State.

Plywood Opens New Fields

The tremendous plywood industry which has developed in the United States will probably experience a farther rise in its production on account of the strength, nail-holding ability, uniformity of properties, the light weight units characteristic of the product and the relatively small waste re-

sulting from its manufacture. New processes, such as combining plywood and plastics, are opening new fields for it every day, which have a definite post-war future, such as in the transportation and prefabricated housing field.

Connecticut does not have a single plywood company within its boundaries, although its aviation and other industries are using woods transported for thousands of miles. Manufacturers should certainly investigate our local woods in view of producing general purpose plywoods which should find an even wider utility in the post-war period, especially in the fields of boxes, crates and houses.

"Impreg" and "Compreg"

Impregnated wood is obtained by treating wood with resin so that the resin actually penetrates the wood cells. This "impreg" is almost swell-, shrink- and decay-proof. By compressing the wood after impregnating it, we obtain a hard, dense substance with a beautiful grain showing through a permanent gloss like that of a polished marble. This is "compreg", which has some of the properties of mild steel. Large amounts

of "compreg" are now used by our aircraft industries, as it forms an excellent material for propellers. The peacetime uses of compreg should be numerous. Since it can be bonded to ordinary wood in a single operation without compressing the latter, it might make a hard yet resilient tile flooring. Its solidity and durability and unscratchable natural polish, impervious to cigarettes and alcohol, show a big future in refurnishing private and public buildings after the war. Compregnated wood has some properties which are far superior than the paper and fabric phenolic plastic laminates and promises to give them a tough fight in the future.

During the last few years, numerous important discoveries in the field of wood products have been made both here and abroad. Although details of them cannot be divulged, we do know, for example, of a new paper laminate which doubtless will give plywood as well as the light metals a good run. This sheet of plastic paper weighs half as much as a piece of aluminum of the same dimensions, yet possesses almost the tensile strength of an equivalent piece of steel. It can be molded to desired shapes at temperatures and pressures and on equipment now used for making plywood, is extremely stable at both high and low temperatures and possesses additional desirable properties such as high resistance to moisture, scratching and bending. It is known that scratching of aluminum and magnesium is not advisable, as the metals generally fail at such points, while magnesium definitely requires special protective finishes. This paper plastic which will not splinter, is not corroded by salt water and requires no special finishes, is bound to give a tough fight to any light metal.

"Arboneald" Changes Wood Properties

The recently developed "Arboneald" (see "Chemistry Provides New Uses for Wood", Connecticut Industry, December, 1944.) process for impregnating wood with a methylolurea plastic is another indication of the versatility of wood. For example, pine can be made as hard or harder than maple; in other words, we have means of endowing wood with the properties we want it to have and we are no longer limited to its natural characteristics. Thin sections can be given strength without the use of heavier dimensions. Treated wood can be

Norman E. Miller & Associates

Engineers to Industry

INDUSTRIAL ENGINEERING APPRAISALS
CONTRACT TERMINATIONS

*A Complete Engineering Service by
Registered Licensed Engineers*

PRODUCTION DESIGN

RESEARCH

STYLING

TOOL DESIGN

MACHINE DESIGN

FIXTURE DESIGN

PLANT LAYOUT

MECHANICAL SURVEYS

PRODUCTION ANALYSIS

TECHNICAL PREPARATION

MILLER PLANT SURVEY & TIME STUDY PLAN

Members: A. S. M. E., A. S. T. E., S. A. E., A. S. M., I. A. S., S. M. E.,
Engineering Society of Detroit, Army Ordnance Ass'n, National Aeronautic
Ass'n, Michigan Engineering Society, Listed in "Who's Who in Engineering."

10 North Main St., West Hartford 7, Conn. — Phone 3-4207

readily bent and shaped. It would eliminate the sticking drawer, door or window. With proper effort, progressiveness, and support of chemical research by the lumber industry, wood should be able to stay in the race of materials with metals, plastics, and glass.

Wood-Chemical Industries in Connecticut

From the chemical point of view, waste and second-growth wood is just as satisfactory as the high grade material which can be used for mechanical and structural purposes. Wood-chemical industries hold a big future for Connecticut, as they could utilize the cordwood which must be taken out when proper thinning is done. A few years ago as many as 300,000 cords of Connecticut wood were being totally wasted annually. In addition, the large amount of wood waste, estimated at about two-thirds of the original tree, can form an excellent raw material for lucrative chemical industries.

Lignin, one of the chemical constituents of wood, is already used as a binder for road surfaces, a linoleum paste, in electroplating (to increase the output), in the production of alcohol, yeast, vanillin, and several other organic products, as well as plastics which will undoubtedly find greater usefulness for our expanding plastics industries. A large scale use which is now being investigated by the Northeastern Wood Utilization Council is the role of lignin in fertilizers. Connecticut uses a substantial amount of fertilizers brought in from other regions. By supplementing them with lignin, the chemical industries of the state will be able to contribute to the enrichment of our soil.

The utilization of lignin is also important, since it is a by-product in the production of cellulose—a most versatile chemical which may well be considered among the basic raw-materials for our expanding chemical industries.

Wood for Paper and Plastics

The manufacture of cellulose products has been increasing at a tremendous pace even during the height of the depression. Cotton, flax and other agricultural products also contain cellulose, but wood is its most abundant, compact and relatively cheap source. Thus paper used to be made from cotton and linen rags until the development of the wood grinding

process. Today ground wood pulp, made principally from spruce, hemlock, and other conifers with little resin, supplies more than three-fourths the material of all the cheaper printing papers and nearly one-half the material of the various paper boards.

The importance of the pulp and paper industry can be comprehended from the single statement that the per capita consumption of paper in the United States within recent years has approximated 250 pounds a year. Yet Connecticut can pride itself with no pulping mills and relatively few paper mills which import their pulp. Pulpwood has definite possibilities in the future development of the state, affording opportunities for relatively large investments. Favorable rail rates will have a decided effect on such enterprises. The plastics industries are also using pulps for special combinations with unusual properties. Other uses include artificial flowers, straws, novelties, insoles, artificial leather, etc.

Industries based on pulp from wood include rayon, fibres, lacquers, cellulosic plastics, explosives, transparent sheeting, etc. The uses of alpha cellulose, a special-grade of refined wood pulp, have been increasing tremendously during the last two decades, including the period of the height of the depression. They are by far the most specialized and profitable outlets of wood pulp, of which the Northeast possesses less than its proportionate share. By a process similar to the production of rayon, thin sheets of the well known cellophane can be made. Cellulose acetate is widely used for motion-picture film as well as for molding a very stable plastic used in airplanes, bottle caps, and a multitude of other articles. By reacting nitric acid on cellulose we obtain cellulose nitrate or nitro-cellulose which is the basis of dynamite. Combined with camphor, it forms celluloid, a material widely used in war and peace.

Wood and wood waste is also very promising in the field of plastics, based on its lignin content. Plastic compositions have gone down substantially in price on account of expanded production, but their cost is still too great to warrant their general use in the manufacture of large articles. If the field of large molded products such as panels, instrument boards, parts of automobile and aeroplane bodies and houses, is to be acquired by plastics, the latter must be of low cost and available in great quantities. Wood and wood waste is



PRECISION WITH A PURPOSE

The most decisive "battle" of World War II—the Battle of Production—was fought and largely won before a shot was fired. It had to be that way! Before our fighting forces could engage the enemy, the greatest collection of fighting machines the world has ever seen had to be assembled. The Allen Manufacturing Company is proud of the part its employees played—and are still playing—in producing the hollow screws and dowel pins that were needed to hold strongly together this array of fighting equipment and the machines needed to make it.

Before planes or tanks or guns could be produced, intricate machine tools, dies, jigs and fixtures were required. Allen precision hollow screws—exact in every dimension, accurately threaded, and heat treated for great strength—helped fill the bill. Then, when the actual manufacture of implements of war began, Allen screws again were called into action—large screws as thick as a thumb to assemble tanks and heavy guns, medium size screws to hold aeroplane wings fast, tiny screws hardly bigger than a pencil lead for radio apparatus, navigation instruments and other delicate mechanisms.

For countless requirements, Allen screws answer demands for positive protection against fastening failure. Along with the 200 men and women from Allen who have left their machines to ensure final victory, the Allen name has girdled the globe. Dozens of new applications for the hexagon socket screw have resulted from their world-wide use—thousands of future producers of peace time goods have become acquainted with "Allens". These are signs which point to steady employment after the war at 133 Sheldon Street for a substantial group of Connecticut craftsmen—hollow screw specialists who realize the importance of "traditional Yankee precision" in war or peace.

THE ALLEN MFG. COMPANY
HARTFORD, CONNECTICUT, U.S.A.

perhaps the most promising source of raw material. It is abundant, widely distributed and available at low cost because it is usually found in the form of a waste resulting from the manufacture or treatment of some other product. Small-size, low grade and waste wood should be utilized in mass production methods.

Of unusual interest is the development of high protein animal food which can be made from wood in competition with soy bean meal or other feeds. Such a development, on which the Northeastern Wood Utilization Council is doing research, may revolutionize the agriculture in Connecticut. The carbohydrate content of wood could be converted to protein, bridging the gap in the economy of so-called poor lands. Thus wood chemistry may provide the link between forestry, agriculture and industry, further strengthening the peacetime economy of the state.

Products of Wood Distillation

Hardwood distillation is one of the oldest industries and its product—charcoal—has been known for centuries. Yet a modern distillation plant is not a mere wood-burning installa-

tion; it is a veritable chemical industry producing wood-alcohol, acetic acid, acetone, tars and activated carbon products. The only similarity with an old fashioned plant is that it uses wood as a starting material. Despite its large stands of wood well suited for distillation, Connecticut has no distillation plants. Yet besides charcoal, the state imports large quantities of the other chemicals as raw materials for other industries such as plastics, rubber, textiles, cosmetics, etc. Activated charcoal can be used for purifying water and industrial wastes, as well as for removing the color and odor of a host of commercial products.

The Northeastern Wood Utilization Council, in cooperation with the Connecticut Development Commission, is investigating the possibilities of an up-to-date wood distillation plant. Besides modern chemical engineering techniques, the plant may be combined with another one making tannins from the bark, thereby increasing the yield of valuable chemicals and saving transportation costs on the bark. An added possibility is the production of furfural by a modification of the process. Furfural is a versatile chemical widely used in

plastics and in the purification of petroleum products.

Wood distillation offers a challenge to investors and entrepreneurs in the state, both large and small. A large plant costing about \$500,000 should be a "must" in the post-war program of the state. Smaller units for the production of charcoal alone could be installed to satisfy local demands for the latter. The Connecticut Agricultural Experiment Station has developed improved models of ovens, both portable and stationary, which should be investigated by all forward looking entrepreneurs in the State.

The Prospects of Wood-Using Industries in Connecticut

While we have only touched on some of the possibilities of industries based on wood, their importance to Connecticut is obvious. Perhaps this is the reason why the Northeastern Wood Utilization Council was conceived in this state. Our emblem carries the words "forestry-chemistry-industry." Lumber is and will remain an important product of the forest. The chemical engineer and entrepreneur will extend wood's usefulness to all industries and thus enlarge its scope for the benefit of all.

An analysis indicates that in the conversion of one million cubic feet of timber into lumber and planing mill products, 70 men are employed, \$100,000 in wages are paid, and the resulting products are valued at \$300,000; whereas, in the conversion of the same amount of wood into pulp and paper, the employees number 145, the wages are \$250,000, and the finished products are valued at \$1,000,000. Conversion of the wood into rayon carries these benefits much further. This illustration gives a clue to the trends in the forest products industries. It suggests the need for waste utilization, industrial integration and a greater adaptation and refinement of the final products. The conviction is growing in the lumber industry that its future prosperity may depend much upon carrying manufacture as far as possible, thus getting away from the low-price level which is almost universally associated with basic materials. This will involve careful integration and will create a true forest products industry. Research may transform wood into a raw material analogous with our conception of mineral ores and suitable for the production of a large family of forest products.



In selecting a consulting firm you are entitled to the best.

Check this list for fields in which we can be of service:

PRODUCTION DESIGN	TIME STUDIES
TOOL DESIGN	WAGE ADMINISTRATION
PLANT LAYOUT	INCENTIVES
QUALITY CONTROL	REORGANIZATION
OPERATION ANALYSIS	TECHNICAL PERSONNEL
MOTION ECONOMY	FINANCE
MATERIAL HANDLING	COST REDUCTION
OVERHEAD OR BURDEN ANALYSIS	

Ask for booklet,
"A Practical Service for Progressive New England Management"

R. H. WINSLOW & ASSOCIATES

Engineers - Consultants

36 PEARL STREET

HARTFORD 3, CONN.

Wood is and will remain a truly universal material. The chemical constituents will soon be recognized by everyone among the most important basic indigenous raw products for the chemical and allied industries of Connecticut. But if such developments are to come about faster—if the potentialities are to be converted into realities—it will only be through adequate research. That is what has brought expansion to other industries, including many of the competitors of wood; it is the tool which must be utilized by anyone interested in wood, in order to keep pace with modern changing conditions. The forester, scientist and entrepreneur should toil together in this work for the benefit of all. Fundamental social and economic values are at stake. Moral and material support will be necessary both from the State and the various industries. The availability of funds for research and venture capital is a prerequisite for a speedy success in such a program. Through the diversification and improvement of products and their adaptation to standards of the modern industrial age, the forest should remain among the greatest of Connecticut's possessions in the future as it has been in the past.

PUBLIC RELATIONS

(Continued from page 11)

ment. All these views are correct as far as they go. But they are not mutually exclusive. Public relations includes all of them—and much more.

It is easy to generalize about public relations. But generalizations are often confusing. How is one to speak of public relations in terms of the many types of management it serves? For instance, I know the president of a very large company. He is a man of great personal wealth. And he has headed his company for a quarter of a century. He controls millions of dollars and thousands of employees. The other day he was seated in his office when a janitor came in. Said he to the janitor: "Tom, how are the wife and babies?" To which the janitor replied: "They are fine, Fred. Very fine, thank you." The personal relationship between the two men is as simple and natural as can be. And people throughout the company call the president by his first name.

Contrast this with the case of another big executive. He too is a rich man. He has been the head of his company for more than a quarter of a century. His office is as well appointed and attractive as that of the other executive. But does anybody in his business call him by his first name? No, sir! Not even the executive vice-president who is somewhat of the same age. He dares not take such liberty with the "Chief." Employees speak to the big man with respect and awe. He is honored by everybody for his wisdom and capacity. But there is no warmth in the human relationships between him and the members of his organization.

How can one speak of public relations in general terms which will be appropriate for all such situations? It is obvious that each personality or business has to operate public relations according to its specific needs. It is evident that the public relations program of the first president does not need very much emphasis upon improving his personal relations. But, dear me! All of us will admit that the second president could use some help in improving his personal relations. Or, do you agree that this is true? Maybe, as the reader of this article you say that the first president was an ass to permit the people in his organization to be so familiar with him. And, conversely, you may heartily approve of the dignity and restraint of the second president. Looking at the matter from where you sit you might be right.

That's what makes public relations so interesting. There may be fifty ways to do the job that needs to be done. Half or three quarters of them may be right. It is all a matter of getting the facts, studying them carefully, and organizing the program or activity to deal with them successfully. Research is the word that applies here. You make a survey. You take a poll of public opinion. You do all you can to find out exactly what factors you are working with. Then you use the best brains God has given you to put those facts constructively to work. That is just common sense and good business.

The one who paints public relations in mystic colors, who surrounds it with an aura of mystery, is usually trying to pull your leg. It is true you've got to know your stuff before you can be a good public relations man. You've got to come to grips with reality at every turn. But by the same token you've got to use imagination, too. And the whole thing has to be

STEEL Shop Stools IN STOCK

Immediate Delivery

- Wood Furniture
- Storage Cabinets
- Transfer Cases
- Chairs & Desks

Complete Executive Furniture by Doten — Dunton

BARNEY'S
450 FRONT STREET
HARTFORD 5, CONN.
7-8129

EXAGGERATED perhaps... but!

THERE'S FOOD FOR THOUGHT IN THE QUOTATION, "IF YOU HAVE NOTHING TO ADVERTISE, ADVERTISE YOUR BUSINESS FOR SALE."

EVEN IN WARTIME YOU HAVE SOMETHING TO ADVERTISE—YOUR NAME, SPECIAL SERVICES, POST-WAR PRODUCTS.

BUT MAKE YOUR PROGRAM WELL-ROUNDED, DESIGNED BY AN AGENCY WHOSE STAFF IS ENGINEERING-TRAINED, WHO UNDERSTAND THE TECHNICAL AS WELL AS THE SALES SIDE OF YOUR PROBLEMS.

IN SOUTHERN CONNECTICUT, THE RECOGNIZED INDUSTRIAL AGENCY IS

the
**PRODUCTS
RESEARCH**
company
STAMFORD, CONN.

wrapped up with a lot of good horse sense. Public relations can do a great deal if it is in the hands of an enlightened management and sound workmen. In fact, with such a combination wonders can be performed. But there is no necromancy in the operation. It is not a sleight-of-hand performance. It is a skillful piece of sound human engineering.

All that has been said thus far points the finger at the public relations man, be he director or counselor. But the public relations man cannot get very far without the support and encouragement of management. Many a good public relations craft is dashed to pieces on the forbidding rock of executive ignorance or prejudice. The head of a business has to be the leader in public relations as in all other phases of the business over which he presides. He does not necessarily have to be an expert public relations man himself. (Of course, it is all to the good if he is). But he has to keep abreast of developments in the field if he is to lead and direct the activities of his public relations staff.

Unfortunately, many an executive of a successful business today is merely

playing with public relations. He is touching it as gingerly as a maiden dips her toes in the cold waters of a spring pool. He wants to use the tool but he doesn't have much confidence in it. He wants to go along with the procession but he dreads making a fool of himself. And so he piddles with the thing. And frequently in piddling he gets his fingers burnt. He is taken for a ride. Whereupon he vows vengeance upon everything which in any way bears the stamp of public relations. And honest workmen bear the brunt of his displeasure.

There is no need for such a train of events to occur. Selection of the right man for the right job is absolutely vital in public relations. There is hardly any excuse for the head of a business to go off the deep end in public relations. The war complicates the picture by making competent personnel difficult to secure. But there is a rapidly enlarging amount of good literature available for reading. There are organizations which are doing good work in the professional aspects of the field. And there are thousands of splendid potential public relations workers awaiting chances after the war.

This is a dangerous hour for public relations. But it can and should prove to be its golden hour. Such will be the case if business and government, finance and industry, the professions of agriculture, labor and management adopt the spirit and tools of sound public relations. God pity us all in the postwar period if this is not done.

HISTORY OF WARTIME OPERATIONS

(Continued from page 9)

does come, the facts, figures and documents so necessary to make it a complete and accurate record of the Company's wartime activities will be available to the historian. Thus the necessity for time-consuming and possibly unproductive research later into the archives of the Company will be obviated by gathering and safeguarding the historical material now, while the history is in the making.



**THIS IS THE AGE OF THE SPECIALIST,
AND INDUSTRIAL PROPERTY MANAGEMENT
IS OUR BUSINESS SPECIALTY**

You operate the business. Our organization operates the building. We assume full responsibility for elevators, heating plants, structural maintenance and repairs, rating of floors, etc. We lease surplus space and even handle your property records if desired. Full information on request.

RICHARD F. JONES, JR.
Property Management Engineer
49 PEARL ST. • HARTFORD, CONN.

Services At Your Door

THE HENRY SOUTHER ENGINEERING CO.

Engineering & Chemical
Service

Research Facilities for
Industry

Hartford,

Conn.

WOODWORK

C. H. DRESSER & SON, INC.

Factory—Cabinet—Special Wood
work of All Kinds

287 Sheldon St.

Hartford

CHEMICALS

We are the only distributor in Connecticut carrying a complete line of heavy and reagent chemicals. Call us for immediate delivery at no extra cost.

APOTHECARIES HALL CO.

Established 1849
Waterbury, Connecticut



TRANSPORTATION

By N. W. FORD

Executive Vice-President

LAND GRANT REPEAL BILL REINTRODUCED IN THE HOUSE:—The Federal Land Grant Repeal Bill, H. R. 694, was reintroduced by Representative Boren of Oklahoma in the same form that it was passed by the House by an overwhelming vote of 236 to 16 in the last session. There is a strong possibility that further public hearings will not be necessary and it will be reported favorably by the House Committee on Interstate and Foreign Commerce for early consideration on the floor of the House.

Although the Senate Interstate Commerce Committee reported favorably the former Boren Bill H. R. 4184 with amendments, in the closing days of the last session, it did not come up for consideration in the Senate before Congress adjourned on December 19.

★ ★ ★

CARLOADINGS FOR CALENDAR YEAR 1944:—According to complete reports for the year, as an-

nounced by the American Association of Railroads, loading of revenue freight on the railroads of the United States in 1944 totaled 43,441,266 cars. This was an increase of 1,001,315 cars or 2.4 per cent above the preceding year.

★ ★ ★

FREIGHT FORWARDERS' ANNUAL REPORTS TO I. C. C.:

According to a summarization of statistics of freight forwarders for the year ended December 31, 1943, as released by the Interstate Commerce Commission, 98 forwarders filed annual reports to the Commission, 54 of which had annual gross revenues in excess of \$100,000 and 44 less than that amount each. Forwarder revenue collected by the three largest companies in 1943 was as follows:

Acme Fast Freight, Inc., and Affiliated Companies	\$43,356,461
National Carloading Corp.	43,441,554
Universal Carloading & Distributing Co., Inc.	49,499,214

The total for these three companies of \$136,297,229, was 70.7 per cent of the revenue of all forwarders reporting, thirteen other companies having annual revenue above \$1,000,000 with a total of \$39,937,614. The sixteen largest companies had a total revenue of \$176,234,843 or 91.4 per cent of the forwarder revenue of the 98 reporting concerns. Fifteen of the 54 larger forwarders showed deficits in net income for 1943. After deductions for all taxes, the net income for the 54 companies was but \$853,878.

★ ★ ★

TEAMSTERS' UNION DEMANDS DEATH OF WAGNER ACT AND NLRB:

—In a recent issue of the "International Teamster", official publication of the International Brotherhood of Teamsters, Chauffeurs and Helpers, AFL, repeal of the Wagner Labor Relations Act and abolition of the National Labor Relations Board were advocated.

This publication declares: "We have nothing to hope for from the NLRB. It is thoroughly biased and is working for the CIO rather than for labor as a whole. We have tried long and patiently to get a reorganization of this board. That appears to be impossible.

"Therefore, our only recourse appears to be to ask Congress to repeal the Wagner Act and wipe out the NLRB, which has become nothing more than a standing committee of the CIO."

(Continued on page 47)

Nothing Takes the Place of **EXPERIENCE**

Over One Hundred Satisfied Clients In New England Since 1931

The **WORDEN COMPANY**

MANAGEMENT ENGINEERS

STATLER BUILDING

BOSTON, MASSACHUSETTS

References on request



INDUSTRIAL DEVELOPMENT

By L. M. BINGHAM,
Editor and Director of Development

IN a recent talk delivered before the Industrial Research Institute, Roland T. Soule, New York consulting engineer, has broken down into 20 year periods all technology since 1860 as follows:

1860-1880 was the era of the civil engineer, during which our nation saw its greatest geographical growth and during which our canals and railroads were constructed.

1880-19000 was the era of the electrical engineer during which Bell and

Edison developed the telephone and the electric light. Electro-metallurgy also came to the fore to bring into modern use aluminum, calcium carbide and graphite.

The period between 1900 and 1920 was the era of the mechanical engineer—of Olds, Selden, Ford, Winton and the automobile; of the Wright Brothers and the airplane; of the development of prime movers of all sources and the greater application of power to industry. It was also the

period of refinement of machine tools and other labor-saving machinery, the refinement of the principle of interchangeability in manufacture and the resulting rise of mass production.

The period between 1920 and 1940 may be called the era of the chemical engineer and metallurgy when there was started in this country the manufacture of many chemicals imported before the first World War. This period also marked the rise of process industries such as petroleum, refining, glass, paper, rubber and non-ferrous metallurgy.

During the next twenty years, Mr. Soule believes, and we thoroughly agree with him, the tendency will be toward a further breaking down of barriers which still exist between the present types of technology rather than the appearance of a new branch of technology. In short, this period will see men representing all types of technology working more closely together to produce even greater scientific wonders.

Let us hope that this greater synthesis among all forms of technology will develop into a form of "human chemistry" which will, in turn, keep things from falling apart, particularly the United Nations after the present war and the various pressure groups in this country who are now working together to give us the tools of victory. If all these pressure groups can be melted into a hard hitting American team after the present wars, we shall have developed a new technology that will assure the country's future and go far toward developing a successful international peace structure.

★ ★ ★

J. J. BERLINER and Staff who maintain and keep up-to-date lists, primarily for their own mailings to sell technical reports and information services, are now offering the use of these large mailing lists, containing more than four million contacts, to companies desiring to expand or check their present mailing lists. Of their lists, Mr. J. J. Berliner, Executive Director, states that "over 30,000 hours annually are spent compiling, checking and verifying lists covering virtually every business and industry in the world—more than likely we can furnish you complete list of markets you want to reach, including lists of important industrial and business executives, technicians, engineers, etc. . . . whose names and purchasing power

ABOUT WHITE SPACE
... The best way of all to use it is in the form of a coupon, so the reader can talk back . . . so your advertising can prove it is paying its way. Like so . . .

WILSON & HAIGHT, INC.
410 Asylum Street, Hartford 3, Conn.

I'd like to talk with you—but I'm making no promises—about:

- ☐ PUBLIC RELATIONS ☐ SALES PROMOTION
☐ ADVERTISING ☐ POSTWAR SELLING PLAN

YOU NAME IT: _____

NAME _____

FIRM _____

ADDRESS _____

may not be available to you in any other way."

While we hold no particular brief for the quality of the Berliner lists over any other lists which are furnished by several agencies, we merely bring this subject of lists to your attention because of the essentiality of having and using good up-to-date lists in future market promotion plans.

Despite the urgent necessity of producing more tools of war, don't be stampeded into thinking it is unpatriotic to give thought to the "what and how" of post-war production and marketing.

★ ★ ★

EARLY IN JANUARY, the Committee for Economic Development released its third research report entitled "The Demobilization of War Time Economic Controls" written by Dr. John Maurice Clark. This important 219-page book presents a realistic and readable analysis of war-time controls of the WPB, the WMC and OPA, covering such vital factors as prices, materials, manpower, rents, credit and transportation. The author not only analyzes the present current effects of such controls but discusses the time and manner under which they may be relaxed. Businessmen who wish to be informed on problems of lifting of wartime controls should read this book. It may be obtained at any book store or direct from McGraw-Hill Book Company, 330 West 42nd Street, New York, N. Y. Price \$1.50 per copy.

★ ★ ★

FOR A LONG TIME we have been thinking that it would be a mighty healthy step forward in establishing better employee-employer relations, if all managements would take a secret poll of their employees, both hourly and salary, to really find out what was on employees' minds. Our belief in this method of getting to "the heart of things" has been strengthened by the results of an opinion poll recently taken of 16,000 employees of the Thompson Products Company, Inc. of Cleveland, Ohio.

President Frederick C. Crawford, who is also past president of the National Association of Manufacturers states: "To say only that the survey was worth while, that the results have

proved highly gratifying, would be a gross understatement. We got precisely what we asked for—honest answers, straight from the shoulder, containing hundreds of sound, practical suggestions and critical comments, many of which have already made their influence felt in relationships between men and management.

"Instead of the shellacking which the company might have been expected to suffer at the hands of an uninhibited group of critics, a wholesome picture of industrial harmony is unfolded in the poll tabulations. The overwhelming majority of Thompson employees were shown to like their jobs; to regard earnings and hours of work as satisfactory; to find their job environment friendly; to have a high regard for management and fellow employees; to feel that they have a dependable future with the company. And a majority expressed a hope to stay with the company after the war.

"Some of the questions asked sought to learn employees' thinking on the controversial subject of distribution of corporate income. One of these asked: 'If you were to consider investing your savings in the stock of this company, what rate of return would you reasonably expect on your money?' Replies showed that the majority of employees would expect rates of interest considerably higher than most industrial investors earn today. 31%, for example, would expect 6%, while some would require as much as 8% and 10%."

A list of 53 questions covering the company's personnel policies and practices were sent to employees' homes with an invitation to "cuss and discuss" them frankly and anonymously. Complete questionnaires were sent unsigned to an impartial research organization at Cleveland's Fenn College for tabulation and interpretation.

In an overall way management can secure some worthwhile pointers on employee thinking by reading "What the Factory Worker Really Thinks" in the October issue of **FACTORY** magazine and also a second report on the same subject which appeared in the November issue of **FACTORY**.

★ ★ ★

A SHOCKING CHALLENGE has just recently been made to all believers in the freedom of enterprise by a research director of one of New

England's well known industries. He has just voiced his views to the New England Committee of Economic Development as follows:

"I have spent a good deal of time during the last year attending meetings sponsored by various business organizations.

"As a whole, my conclusion is that ninety per cent of the time is devoted to destructive criticisms and discussions of what the government is going to do to business and not more than ten per cent of the effort is going into constructive criticism or plans . . .

"I attended a meeting in which a State Educational Commissioner . . . challenged the group to define freedom of enterprise. There were over 100 businessmen in attendance and no one was able to take on the job."

There is only one conclusion that can be reached from this challenging statement, namely, that the believers in democracy, which makes freedom of enterprise possible, should make all haste to develop a clear cut definition of what "freedom of enterprise" and democracy really mean. If we wish to retain both of these valuable birthrights, our economic thinking and behavior must be consistent with them. If any reader of this column is lacking in a clear definition of the meaning of "freedom of enterprise" he should ask his local CED chairman or write to Howard H. Dana, Regional Manager, Committee for Economic Development, Room 1032, Statler Building, Boston 16, Massachusetts, for a copy of "Economics of a Free Society" by William B. Benton, vice chairman of CED's Board of Trustees and vice president of the University of Chicago.

★ ★ ★

IN A RECENT ISSUE of the house magazine published by a New England research organization, we learn that that company has capacity for giving advisory service to seven additional clients. This article reminds us that we have received during recent months very few requests for assistance in locating proper research facilities. An inquiry directed to us may save you much time in locating an answer to a technical question or finding suitable research facilities. Incidentally you should receive, about the time you read this, a printed copy of "Directory of Connecticut Research and Engineering Facilities".



EXPORT NEWS

By W. ADAM JOHNSON, *Director, Foreign Trade Dept., and Manager Hartford Cooperative Office, Bureau of Foreign and Domestic Commerce.*

AT the January meeting of the Foreign Trade Committee of the Association in New Haven, William Swingle, Executive Vice-President, National Foreign Trade Council, Inc., spoke on questions regarding cartels and the Webb Pomerene Export Association that had previously been submitted by the Committee members.

Before discussing the specific subjects on the agenda, Mr. Swingle brought the meeting up to date by outlining "what has happened since October". He said three things of importance had happened: (1) Com-

plete change in the point of view regarding the war. We can be sure cut-backs in war production are all over, and that next year will be tougher than 1944.

(2) Rye Conference—This conference brought together businessmen from 52 nations for an exchange of opinion and as a means of ironing out differences insofar as possible. The conference was strictly a business meeting. There were only two government people in attendance.

(3) Reorganization of the State Department. Now that the complete order has been published, it appears that

the reaction to the new assignments is good. Many people are not aware of the fact that the State Department is the representative of the President in his relations with other governments. In fact, the President is the foreign policy maker. The State Department is only to carry out his instructions and make contacts with foreign governments for him.

With the meeting at Dumbarton Oaks, the scheduled meeting of the Pan-American Union in March and the Inter-American Conference now being held in Mexico, the State Department had been able to develop a firm foundation on which to develop understanding and good foreign relations.

In all of the foregoing, great emphasis has been laid on the matter of the necessity for imports. There has been a great deal of talk about it but more is needed than talk. One of the major questions is how and what kind of imports are we to allow. The men in the Army have gone to fight on a national basis for the overall good of the nation. Mr. Swingle contends that we must likewise import goods for the good of all the American people rather than deprive them of goods by protecting one or two industries with extreme high tariffs. World trade does not need to be bi-lateral but at the same time we must also not have sterling areas nor blocked exchanges.

In discussing matters on the agenda, Mr. Swingle first took up the subject of the Final Declarations of the National Foreign Trade Convention, and particularly the subject of the Webb Pomerene Export Association. For many years the policing of the Webb Pomerene Export Association was done by the Federal Trade Commission. However, lately the Department of Justice has made the accusation that Export Associations have been getting away with "murder". As a result, the department has been bringing suits against Associations in an effort to have them adjudged in violation of the Sherman Anti-Trust Laws. Recently in a New York case, the Justice Department was granted a decision giving them the right to interfere. This case is now being appealed. The Board of Directors of the National Foreign Trade Council have not taken any definite action but the thinking of the members of the Board is that the law should be rewritten to specify under what conditions it is possible for the Justice Department to interfere, if at all.

HOW TO HELP FOREMEN TRAIN THEMSELVES

—in the way to handle people

Last year, helping a 1000-man plant revamp its Personnel Department, I gave it—

1. A one-sheet pattern by means of which it could pre-index any one of 958,464 potential labor-trouble cases.
2. A handy form on which supervisor, foreman and personnel director, in turn, could record type of case, action taken, final disposition.
3. A program for letting foremen and supervisors themselves do what it took to develop their own case-tactics and get them into a foremen's handbook.

52 main types of grief, multiplied by 18,000-odd possible worker types, look like a huge problem to expect foremen to masticate. But if they can't do it, nobody can, and classifying cases as they happen is the short-cut to some rather desirable results. For example—

1. Finding what types of case do occur often, in order to focus on cures for those.
2. Measuring foremen's ability to handle people before and after group self-training, or by comparison with others.
3. Giving foremen and assistants that voice in framing policy which really puts them back in sympathy with management.
4. Insuring answers correct for your plant, therefore easily and uniformly administered.

Since 1930, I've shown a good many concerns how to get their selling "down to cases." From there to using the same mechanics to sell the inside worker is a simple step.

I'll be out west most of March and unable to take on new work before May. But if this happens to interest you, phone or write me after April 10 and let's arrange a date.

LYNN W. ELLIS

Management Counsel

Westport, Conn.

Speaking on "cartels", Mr. Swingle pointed to the fact that in one place the Final Declarations of the National Foreign Trade Convention say that the Convention was definitely in favor of private business while at the same time in another paragraph it says that under certain conditions international agreements or cartels might be favored.

The overall thinking seems to be: "Sure, some things have been wrong; if cartels can be done away with on a world-wide scale fine, but if not will we not have to compete with other countries by also setting up agreements."

The question, of course, arises just what is a "cartel". Is an exclusive agency in a foreign country a cartel—is it in restraint of trade? The question is not shall we have bad cartels, but, if foreign countries have cartelized agreements, shall we compete or withdraw and come home?

Another question arises: Can the Justice Department project itself into the international picture or is it the intention of the law that the Justice Department have jurisdiction over domestic laws only?

At this point, Mr. French, Vice-President, Bridgeport Hardware Mfg. Co., asked Mr. Swingle concerning the resolution passed by the Bankers Association of Foreign Trade calling for some sort of a show-down with the government demanding certain amendments to the Act, etc. The bankers considered such action to be one of the really important steps for post-war employment.

Mr. Swingle replied that neither the Bankers Association nor the National Foreign Trade Council had yet come out with anything definite as to recommendations. So far no decision has been reached as to the method of change. The question: Would it be best to change the Sherman Act or to change the Webb-Pomerene Act?

Mr. Ribadeneyra, export manager, The Fairmount Aluminum Co., called attention to the fact that whereas European cartels impose a penalty on members for not living up to the agreement, any competitor in the United States can quit whenever he wants to without any penalty. In his opinion, cartels are definitely needed as a means of splitting up the world markets if a product is highly competitive.

The Kilgore Bill introduced into the present Congress states that we must get rid of cartels as they are the cause of war. In support of his bill, Mr. Kilgore points out that if it

is to cost 30 billions of dollars to get rid of cartels it will be perfectly satisfactory because this war costs a great deal more than 30 billions of dollars.

Mr. Keeler, export manager, Fuller Brush Co., asked if the main reason for cartels was to maintain higher prices. Mr. Swingle stated that he was unable to answer this question, except to say that it might be compared with marriages; some of them work out while others do not. In some cases, the result of cartels may be that the market will be distributed. Others may allow for united research by all members of the cartels. Then, of course, the question arises if cartels split the market, what will happen when a local industry is developed that will be in competition with the cartel.

Other subjects discussed included "Surplus Stocks", "Middle East Exchange Made Available for Imports", "What steps can be taken to counteract French disregard for American patents", "Proposed London Exhibit", and "Russian Permanent Exhibit in Moscow".

★ ★ ★

THE YALE & TOWNE Manufacturing Company, one of the first American firms to develop world wide markets, has taken steps to expand its export business further by establishing specialized export departments in its manufacturing divisions. Henry D. Rolph, Director of Export Sales, has announced the establishment of export sales departments and managers in the Stamford and Philadelphia Divisions, two of the company's seven operating plants. Similar plans, he said, are now being developed to increase the export sales of the Automatic Transportation Division, in Chicago.

The new divisional export sales managers are Victor R. Ball, for the Philadelphia Division, and Mr. Henry C. Gebhardt for the Stamford Division. Both Mr. Ball and Mr. Gebhardt have been associated with the sale of Yale & Towne products in the international markets since 1924.

As export sales manager of the Philadelphia Division, Mr. Ball will have charge of the export sales of Yale hand chain and electric hoists, hand-lift and electric industrial trucks, and the Yale-made Kron industrial dail scales.

Mr. Gebhardt, as manager of export sales for the Stamford division, will have charge of the world-wide sale of Yale locks, builders' hardware,

door closers and Tri-rotor pumps.

Mr. Ball joined The Yale & Towne Manufacturing Company's export department in 1924. He has been actively associated with the sale of both materials handling equipment and builders' hardware continuously since that time. He has regularly attended the monthly meetings of the Association's Foreign Trade Committee.

Mr. Gebhardt started his sale of Yale & Towne products in Italy, in 1924. After three years with Yale & Towne's export department's headquarters in this country, he returned in 1932 to the European territory where he sold Yale products for the next seven years. He came back to the United States in 1939. Since then, he has made three extensive sales trips throughout Latin America, and has been attached to the Stamford Division, representing the export department.

W. Gibson Carey, Jr., President, said that the new export program announced by Mr. Rolph will make it possible to provide in the world-wide markets additional specialized sales-engineering service for the various products made by Yale & Towne.

ADVERTISING CAMPAIGN

(Continued from page 10)

campaign was conducted when the manpower problem was a topic of national discussion, culminating in appeals from the WPB chief.

According to Mr. Chanko, measures of tangible results are available. For example, the number of statements of availability issued by USES in the Stamford-Greenwich area during the week ending December 9 dropped from 430 to 255 (about 40%) and the number of in-migrants increased from 18 to 49.

A telephone interview with ten representative local industries indicated that, on the whole, results were good. Mr. Washburn, manager of the local USES, stated that in his opinion the campaign had a wholesome effect and acted as a deterrent to those who were contemplating leaving. He also reported that USES registrations during the two week period of the campaign were exceptionally low. It is generally agreed by all concerned that workers in the Stamford-Greenwich area were impressed with the importance of sticking to their war jobs.



QUERIES

By FREDRICK WATERHOUSE

Counsel

QUESTION 1: Some confusion has arisen regarding the question of apprenticeship in the rehiring of service men under the G. I. Bill. Have you any further information which might help?

ANSWER: In the problems confronting Safeway Stores Inc., recently commented upon by the National War Labor Board, Selective Service has issued the following statement:

"Where the question of apprenticeship is involved, it is the opinion of Selective Service Headquarters that time spent by an employee in military service cannot properly be considered as time passed in apprenticeship training, unless it can be demonstrated that his period of military service gave him training or experience similar to that required in such apprenticeship.

"This determination takes recognition of the fact that in any training or apprentice program, or under any other circumstances which require an increase in skill or efficiency as a precedent to pay increase, demonstration of such increased skill or efficiency properly may be required by the employer. Where length of service alone is the measure of increased pay, however, Selective Service takes the position that the veteran is entitled to such increase, since his period of service in the armed forces is applied in full to his seniority standing."

QUESTION 2: Is it material in determining the District of Columbia income tax whether the shipments into the District are made f.o.b. our plant or f.o.b. destination?

ANSWER: Revised Section 2 (b) of the District of Columbia Income Tax Act has a provision "that in-

come derived from the procurement of orders for the sale of personal property by means of telephonic communication, written correspondence, or solicitation by salesmen in the District where such orders require acceptance without the District before becoming binding on the purchaser and seller and title to such property passes from the seller to the purchaser without the District is not from District of Columbia sources. Provided further: That income from the sale of personal property to the United States is not from District of Columbia sources unless the taxpayer is engaged in business in the District and such property is delivered for use within said District".

Ordinarily if the seller is required to pay the freight or the cost of transportation the presumption is that the title to the goods does not pass until they have been delivered to the buyer. Therefore it might appear that under the above exception the sale would still be considered to be made within the District if the property were shipped f.o.b. destination. Of course the actual intention of the parties as to when title shall pass is controlling and if it can be demonstrated that the contract specifies that title passes upon delivery to the carrier it would not be a sale within the District regardless of who pays the transportation charges.

QUESTION 3: Can you give me some information on how "bonus" payments affect the overtime requirements under the Walsh-Healey Act and the Fair Labor Standards Act?

ANSWER: Under both of these Acts the overtime compensation must be at rates not less than one

and a half times the employee's "regular" rates as provided in the Fair Labor Standards Act or "basic" as mentioned in the Walsh-Healey Public Contracts Act. Such rates have been determined by the Supreme Court to be "the hourly rate actually paid for the normal, non-overtime work week". Thus, where an employee's "regular" or "basic" rate of pay is increased by the payment to him of a "bonus", additional overtime compensation must be paid for those work weeks in the bonus period when overtime was worked, unless provision is made for the inclusion of such overtime compensation in the "bonus" payment itself by calculating it on a percentage-of-total-earnings basis.

The department has held that if the bonus is solely in the discretion of the employer and the employee has no contract right, express or implied, to any amount, this type will not be considered a part of the regular rate at which an employee is employed and need not be included in computing his regular hourly rate of pay and overtime compensation.

However if the employer promises, agrees, or arranges to pay a bonus it is immaterial that the amount may be undetermined until some formula is applied. Ordinarily the various types of incentive bonuses are included in this category.

In determining whether the Wage and Hour and Public Contracts Division will act in the enforcement of the latter type of bonus where it is paid at greater intervals than quarterly, it is recognized that the bookkeeping difficulties confronting the employer are substantial and no serious effort would be made to enforce this requirement. However, this would not and could not affect the right of the employees to bring individual actions to recovering such amounts in spite of the bookkeeping difficulties confronting the employer.

PHOTOGRAPHS in this issue, requiring credit, were gathered from the following sources: Cover, Official United States Coast Guard photo; pages 6, 7, and 8, American Forest Product Industries, Washington, D. C.

BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

THE index of general business activity in Connecticut, shown on the accompanying chart, rose in December to an estimated 62.1% above normal. The slight gains registered in the November and December indices, after nine successive monthly decreases, clearly reflect the acceleration of industrial activity brought about by the turn of events on the European war front. Employment, manhours, freight shipments, and cotton mill activity all advanced during December while construction again fell off to a new wartime low. The Connecticut index averaged 77% above normal for the past year, 26 percentage points under the yearly average for 1943.

The United States index of indus-

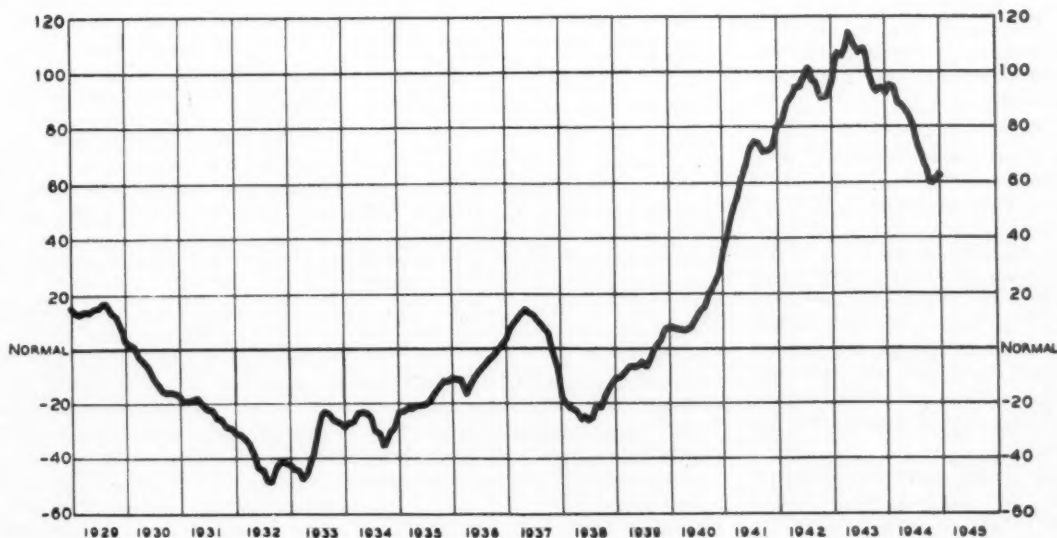
trial activity also increased in December for the second consecutive month, moving to an estimated 42.5% above normal. Increases occurred in industrial electric power consumption and miscellaneous freight carloadings, while lumber production and steel mill operations declined less than seasonally expected. The National index averaged about 44% above normal for the year 1944 compared with an annual average of 49% for the preceding year.

The December index of manufacturing employment in Connecticut rose fractionally to an estimated 54.2% above normal. This is the first increase in the employment index since January 1944, at which time the standing was 32 percentage points above the current level. Reports just

received from Hartford County, covering employment in 82 representative plants in Bristol, Hartford, and New Britain, show a net loss of 21,000 employees during the past year as compared with a net loss of 8,000 in 1943 and a net gain of 22,000 in 1942. The loss for 1944 resulted from 31,000 accessions and 52,000 separations. A further breakdown of separations reveals that 58% quit voluntarily, 24% were laid off, 9% were discharged, and 9% entered the armed services.

At the present time renewed emphasis is being placed on the manpower situation in order to insure adequate personnel for both the armed services and for war production. Draft quotas have been increased measurably for the first three months of 1945 and it is expected that they will continue to be high during the second quarter of the year. Young men becoming eighteen and the small number still remaining in the 18-25 age group will in all likelihood be insufficient to supply this additional manpower. Increased requirements for military supplies have resulted in the placement of new contracts and make it necessary to check the loss of workers from war industries if new production schedules are to be met. In order to fulfill these demands Government agencies responsible for the supply

GENERAL BUSINESS ACTIVITY IN CONNECTICUT COMPARED WITH NORMAL



of manpower are actively engaged in meeting the situation, and new directives are being issued as soon as policies are adopted. Some of the more important steps taken recently are: Selective Service policy on deferments for men in the 26-37 age group has been tightened; men of military age may be drafted if they leave or refuse to take essential war jobs without draft board approval; local draft boards are screening the records of men classified 4F so that as many as possible may be placed in war production or be reconsidered for military service; deferred farm workers between the ages of 18 and 25 may be called on by local draft boards to meet draft quotas where necessary; local War Manpower Commissions will not issue statements of availability for transfer from war work to less essential industry. While these and other steps are being taken to prevent a serious manpower shortage, discussion is under way in Washington concerning a National Service Program.

In December the index of man-hours worked in Connecticut factories advanced, after ten consecutive decreases, to an estimated 99.6% above normal. According to reports covering approximately 200 Connecticut companies, manhours worked in December were 18% less than the number worked during the same month of the previous year. Most noticeable decreases occurred in the following cities: Bridgeport, 25%; Hartford, 22%; Meriden, 21%; and New Britain, 18%. Some Connecticut concerns closed for the New Year's holiday but many continued in full or part time operation omitting the usual year-end shutdown for inventories and repairs to equipment.

The index of freight shipments originating in eight Connecticut cities rose in December to 47.9% above normal. The Interstate Commerce Commission voted against reinstatement, at this time, of the 4.7% freight rate increase of March, 1942 which has been under suspension since May, 1943. At the same time, the Commission declined to cancel the increase permanently and held the case open for action at any time within the next year should railroad income become inadequate.

The December index of cotton mill activity in Connecticut advanced slightly to an estimated 9.0% above normal. The War Labor Board is con-

(Continued on page 47)



PERSONNEL

By JOHN P. AHERN

Executive Assistant

SUBSISTENCE allowances under the G. I. Bill and disability pensions under Public Law 16 should prove an accelerative force in the entrance of returning veterans to apprenticeship training. Definite provisions are set down in law to furnish funds to veterans while learning.

The Connecticut State Apprenticeship Council, composed of representatives of management, labor and the public, is a committee functioning with State Labor Commissioner John J. Egan, and is coordinated with the Apprentice Training Service of the War Manpower Commission. The Council is formulating plans and policies concerning extension of apprenticeship.

High points in any consideration of the program are these facts:

1. Although entrance of large numbers of veterans into apprenticeship programs is desirable, proper selection of veterans will be necessary not only from the standpoint of benefit to the veteran but in the best interests of industry. Veterans should not be "high-pressured" into entering apprenticeship.
2. Persons eligible for apprenticeship in critical and essential industry include (a) veterans and particularly those who were 18 to 24 years old when they entered service; (b) 16-year old youths in non-hazardous industry; (c) men more than 26 years old, and (d) women.
3. Sufficient numbers of apprentices should be enrolled in apprenticeship programs, participated in by both management and labor, in order to maintain a skilled labor force for the state.
4. The number of establishments having apprenticeship recognized programs for the state should be

increased in order to provide sufficient apprentice training opportunities for returning veterans.

It is felt that industries should not overlook inclusion of young persons reaching 16 years in order to prevent a "forgotten generation" in apprenticeship. Also a foremost responsibility is the inclusion of returning veterans between the ages of 18 and 24 who by reason of induction into the armed services have had to postpone learning skilled trades.

William F. Patterson, National Director of Apprentice Training Service, reports that the month of December, 1944, was the heaviest month in the 11-year history of his agency from the standpoint of numbers of new apprentice training programs set up in industrial establishments.

★ ★ ★

"THE USUAL DISTINCTION between small and big business is, perhaps, too sentimental. A more realistic distinction would place the emphasis not so much on small business, because it is small, but upon independent enterprises and upon new enterprises, new opportunities, new developments, and upon the encouragement and protection of all these. Profits and savings must find their way back as capital in the business of production. This is our major problem. All other problems are secondary."

The above is not a bad statement particularly when applied to the future plans of our Connecticut companies. The odd part of the matter is that it has been lifted from a report decidedly inimical to the growth and employment opportunities offered by our industry. The authors are the Special Committee to Investigate Industrial Centralization, whose chairman is Mr. Pat McCarran of Nevada.

IT'S MADE IN CONNECTICUT

EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

Accounting Forms		Barrels		Brass and Bronze	
The Baker Goodyear Co	New Haven	The Abbott Ball Co (burnishing and tumbling)	Hartford	The American Brass Co (sheet, wire rods, tubes)	Waterbury
Accounting Machines		The Hartford Steel Ball Co (tumbling)	Hartford	The Bristol Brass Corp (sheet, wire, rods)	Bristol
Underwood Elliott Fisher Co	Hartford	Bathroom Accessories		The Miller Company (prophor bronze and brass in sheets, strips, rolls)	Meriden
Adding Machines		The Autoyre Company	Oakville	The Thinsheet Metals Co (sheets and rolls)	Waterbury
Underwood Elliott Fisher Co	Hartford	The Charles Parker Co	Meriden	Brass Goods	
Advertising Specialties		Bath Tubs		Sargent and Company	New Haven
The H C Cook Co 32 Beaver St	Ansonia	Dextone Company	New Haven	Scovill Manufacturing Co (To Order)	Waterbury
Scovill Manufacturing Co (Made to Order)	Waterbury	Bearings		Brass Mill Products	
Waterbury Companies Inc	Waterbury	New Departure Div of General Motors (ball)	Bristol	Bridgeport Brass Co	Bridgeport
Aero Webbing Products		The Fafnir Bearing Co (ball)	New Britain	Scovill Manufacturing Co	Waterbury
Russell Mfg Co	Middletown	Norma-Hoffmann Bearings Corp (ball and roller)	Stamford	Brass Stencils—Interchangeable	
Air Compressors		Bells		The Fletcher Terry Co Box 415, Forestville	Forestville
The Spencer Turbine Co	Hartford	Bevin Brothers Mfg Co	East Hampton	Brick—Building	
Aircraft		The Gong Bell Mfg Co	East Hampton	The Donnelly Brick Co	New Britain
Chance Vought Aircraft Division	United Aircraft Corporation (airplanes)	Saigent and Co	New Haven	Bricks—Fire	
Sikorsky Aircraft Division	United Aircraft Corporation (helicopters)	The N N Hill Brass Co	East Hampton	Howard Company	New Haven
Aircraft Accessories		Belting		Broaching	
Chandler Evans Corp (aircraft carburetors, fuel pumps, water pumps & Protek plugs)	South Meriden	Hartford Belting Co	Hartford	The Hartford Special Machinery Co	Hartford
Warren McArthur Corp (Airplane Seating)	Bantam	The Russell Mfg Co	Middletown	Brooms—Brushes	
Aircraft Electrical Testing Equipment		The Thames Belting Co	Norwich	The Fuller Brush Co	Hartford
United Advertising Corp, Electrical Division	New Haven	Benches		Buckles	
Aircraft—Repair & Overhaul		The Charles Parker Co (piano)	Meriden	The Hatheway Mfg Co (Dee Rings)	Bridgeport
Airport Department Pratt & Whitney Aircraft Division	East Hartford	Bent Tubing		The Hawie Mfg Co	Bridgeport
Aircraft Tubes		American Tube Bending Co Inc	New Haven	The G E Prentice Mfg Co	New Britain
United Airports Div United Aircraft Corp	East Hartford	Bicycle Coaster Brakes		John M. Russell Mfg Co Inc	Naugatuck
Aircraft Tubes		New Departure Div General Motors Corp	Bristol	B Schwanda & Sons	Staffordville
American Tube Bending Co Inc	New Haven	Bicycle Sundries		The Patent Button Co	Waterbury
Chance-Vought Aircraft Div	United Aircraft Corp	New Departure Div General Motors Corp	Bristol	Waterbury Companies Inc	Waterbury
Aluminum Castings		Binders Board		Buffing & Polishing Compositions	
Newton-New Haven Co 688 Third Avenue	West Haven	Colonial Board Company	Manchester	Apothecaries Hall Co	Waterbury
Aluminum Forgings		Biological Products		Lea Mfg Co	Waterbury
Scovill Manufacturing Co (small)	Waterbury	Ernst Bischoff Company Inc	Ivoryton	Buffing, Wheels	
Aluminum Goods		Blades		The Williamsville Buff Mfg Co	Danielson
Scovill Manufacturing Co (To Order)	Waterbury	Capewell Manufacturing Company, Metal Saw Division, (hack saw and hand saw)	Hartford	Buttons	
Waterbury Companies Inc	Waterbury	Howard Company (cupola fire clay)	New Haven	B Schwanda & Sons	Staffordville
Aluminum—Sheets & Coils		Blower Fans		The Patent Button Co	Waterbury
United Smelting & Aluminum Co Inc	New Haven	The Spencer Turbine Co	Hartford	Colt's Patent Fire Arms Mfg Co	Hartford
Ammunition		Colonial Blower Company	Hartford	Scovill Manufacturing Co (uniform and tacks fastened)	Waterbury
Remington Arms Co Inc	Bridgeport	Blower Systems		Waterbury Companies Inc	Waterbury
Artificial Leather		Boilers		Cabinets	
The Permatex Fabrica Corp	Jewett City	The Bigelow Co	New Haven	The Charles Parker Co (medicine)	Meriden
Zapon Div, Atlas Powder Co	Stamford	The Porcupine Company	Bridgeport	Cable	
Asbestos		Petroleum Heat & Power Co (domestic only)	Stamford	The Wiremold Co (electric, non-metallic sheathed)	Hartford
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven	Clark Brothers Bolt Co	Milldale	Cams	
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, clutch facings, sheet packing and wick)	Bridgeport	The O K Tool Co Inc (T-Slot)	33 Hull St Shelton	The Hartford Special Machinery Co	Hartford
Asbestos & Rubber Packing		Bomb Sling & Tank Strap Terminals for Aircraft		F B Skiff Inc	Hartford
Colt's Patent Fire Arms Mfg Co	Hartford	Geo W Fleming Co	Wallingford	Carpet Lining	
Assemblies, Small		Boxes		Palmer Brothers Co	New London
The Greist Manufacturing Co.	New Haven	Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham	Casters	
The Wallace Barnes Co Div, Associated Spring Corp	Bristol	Robert Gair Co (corrugated and solid fibre shipping containers)	Portland	The Baskick Company (Industrial and General)	Bridgeport
Auto Cable Housing		Box Board		Casters—Industrial	
The Wiremold Company	Hartford	The Lyndall & Foulds Paper Co	Manchester	George P Clark Co	Windsor Locks
Automatic Control Instruments		National Folding Box Co	New Haven	Castings	
The Bristol Co (temperature, pressure, flow, humidity, time)	Waterbury	New Haven Pulp & Board Co	New Haven	The Charles Parker Co (gray iron)	Meriden
Automobile Accessories		Robertson Paper Box Co	Montville	The Bradley & Hubbard Mfg Co (gray iron, brass, bronze, aluminum)	Meriden
The Rostand Mfg Co (windshields, seats, and body hardware)	Milford	Robert Gair Co	Portland	The Gillette-Vibber Co (gray iron, brass, bronze, aluminum, also Bronze Bushing Stock)	New London
Automotive Friction Fabrics		Boxes—Paper—Folding		The Sessions Foundry Co (gray iron)	Bristol
The Russell Mfg Co	Middletown	Atlantic Carton Corp	Norwich	John M Russell Mfg Inc (brass, bronze and aluminum)	Naugatuck
Automotive & Service Station Equipment		Bridgeport Paper Box Co	Bridgeport	Malleable Iron Fittings Co (malleable iron and steel)	Branford
Scovill Manufacturing Co (Canned Oil Dispensers)	Waterbury	S Curtis & Son Inc	Sandy Hook	McLagon Foundry Co (gray iron)	New Haven
The Raybestos Div of Raybestos-Manhattan Inc (brake service machinery)	Bridgeport	M S Dowd Carton Co	Hartford	Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
Bakelite Moldings		National Folding Box Co (paper folding)	New Haven	Philbrick-Booth & Spencer Inc (gray iron)	Hartford
Waterbury Companies Inc	Waterbury	The Warner Brothers Company	Bridgeport	Scovill Manufacturing Co (brass and bronze)	Waterbury
The Watertown Mfg Co	Watertown	The New Haven Pulp & Board Co	New Haven	Union Mfg Co (gray iron)	New Britain
Balls		Robertson Paper Box Co	Montville	Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown
The Abbott Ball Co (steel bearing and burnishing)	Hartford	Robert Gair Co	Portland	Castings—Permanent Mould	
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless, aluminum)		Boxes—Paper—Setup		The Bradley & Hubbard Mfg Co (zinc and aluminum)	Meriden
		Bridgeport Paper Box Co	Bridgeport	Centrifugal Blower Wheels	
		Brake Cables		The Torrington Manufacturing Co	Torrington
		Eis Manufacturing Co	Middletown	Chain	
		Brake Linings		John M. Russell Mfg Co Inc	Naugatuck
		Colt's Patent Fire Arms Mfg Co	Hartford	Chain—Welded and Weldless	
		The Raybestos Div of Raybestos-Manhattan Inc (automotive and industrial)	Bridgeport	Bridgeport Chain & Mfg Co	Bridgeport
		The Russell Mfg Co	Middletown		
		Brake Service Parts			
		Eis Manufacturing Co	Middletown		

<p>Chains—Bead The Bead Chain Mfg Co Bridgeport</p> <p>Chemicals Apothecaries Hall Co Waterbury MacDermid Incorporated Waterbury American Cyanamid & Chemical Corp Waterbury</p> <p>Chromium Plating Chromium Corp of America Waterbury The Chromium Process Company Derby</p> <p>Chucks The Cushman Chuck Co Hartford</p> <p>Chucks & Face Plate Jaws Union Mfg Co New Britain</p> <p>Clamps—Wood Workers Sargent and Company New Haven</p> <p>Clay Howard Company (Fire Howard "B" and High Temperature Dry) New Haven</p> <p>Cleansing Compounds MacDermid Incorporated Waterbury</p> <p>Clocks The United States Time Corporation Waterbury</p> <p>Clutch Facings The Russell Mfg Co Middletown</p> <p>Clutch—Friction The Carlyle Johnson Mach Co (Johnson Expanding Ring; Multiple Disc Maxitor) Manchester</p> <p>Comfortables The Raybestos Div of Raybestos-Manhattan Inc (clutch facings—molded, woven, fabric, metallic) Bridgeport</p> <p>Cones Palmer Brothers Co New London</p> <p>Cones Sonoco Products Co (Climax-Lowell Div) (Paper) Mystic</p> <p>Consulting Engineers The Stanley P Rockwell Co Inc (Consulting) 296 Homestead Ave Hartford</p> <p>Contract Machining Malleable Iron Fittings Company Branford</p> <p>Contract Manufacturers Geo W Fleming Co (Metal parts and assemblies) Wallingford The Great Mfg Co (metal parts and assemblies) 503 Blake St New Haven Merriam Mfg Co (production runs—metal boxes and containers to specifications) Durham</p> <p>Copper The American Brass Co (sheet, wire, rods, tubes) Waterbury The Bristol Brass Corp (sheet) Bristol Scovill Manufacturing Co (pipe and service tubing) Waterbury The Thinsheet Metals Co (sheets and rolls) Waterbury</p> <p>Copper Sheets The New Haven Copper Co Seymour</p> <p>Copper Shingles The New Haven Copper Co Seymour</p> <p>Copper Water Tube Bridgeport Brass Co Bridgeport</p> <p>Cork Cots Sonoco Products Co (Climax-Lowell Div) Mystic</p> <p>Corrugated Box Manufacturers The Danbury Square Box Co Danbury</p> <p>Corrugated Shipping Cases D L & D Container Corp 87 Shelton Ave New Haven Connecticut Corrugated Box Div Robert Gair Co Inc Portland</p> <p>Cosmetics Northam Warren Corporation Stamford The J B Williams Co Glastonbury</p> <p>Cotton Batting & Jute Batting Palmer Brothers New London</p> <p>Cotton Yarn The Floyd Craska Co Moosup</p> <p>Counting Devices Veeder-Root Inc Hartford</p> <p>Crucibles & Refractories American Crucible Co Shelton</p> <p>Cut Stone The Dextone Co New Haven</p> <p>Cutters The Standard Machinery Co (rotary board, single and duplex) Mystic The O K Tool Co Inc (inserted tooth milling) 33 Hull St Shelton</p> <p>Delayed Action Mechanisms M H Rhodes Inc Hartford</p> <p>Dictating Machines Dictaphone Corporation Bridgeport The Soundscribe Corporation New Haven</p> <p>Die Castings Newton-New Haven Co Inc 688 Third Ave West Haven</p> <p>Die Castings (Aluminum & Zinc) Corbin Cabinet Lock Div American Hardware Corp New Britain</p> <p>Dies The Hoggson & Pettis Mfg Co 141 Brewery St New Haven</p>	<p>Die Heads—Self-Opening The Eastern Machine Screw Corp Trumbull Barclay St New Haven The Geometric Tool Co New Haven</p> <p>Dish Washing Machines Colt's Patent Fire Arms Mfg Co Hartford</p> <p>Dowel Pins The Allen Manufacturing Co Hartford</p> <p>Draperies Palmer Brothers Co New London</p> <p>Drop Forgings Wilcox Crittenden & Co Inc Middletown The Blakeleys Forging Co Plantsville Atwater Mfg Co Plantsville Capewell Mfg Company Hartford</p> <p>Druggists' Rubber Sundries The Bridgeport Hdwe Mfg Corp Bridgeport</p> <p>Edged Tools The Seamless Rubber Company New Haven</p> <p>Elastic Webbing The Collins Co (axes and other edged tools) Collinsville</p> <p>Electric Cables The Russell Mfg Co Middletown</p> <p>Electric Appliances The Silcox Co 80 Pliny St Hartford</p> <p>Electric Cables Rockbestos Products Corp (asbestos insulated) New Haven</p> <p>Electrical Conduit Fittings & Grounding Specialties The Gillette-Vibber Company New London</p> <p>Electric Cords Rockbestos Products Corp (asbestos insulated) New Haven</p> <p>Electric Eye Control United Cinephone Corporation Torrington</p> <p>Electric—Commutators & segments The Cameron Elec Mfg Co (rewinding motors) Ansonia</p> <p>Electric Fixture Wire Rockbestos Products Corp (asbestos insulated) New Haven</p> <p>Electric Heating Element & Units Rockbestos Products Corp (asbestos insulated) New Haven</p> <p>Electric Insulation The Rogers Paper Mfg Co Manchester Case Brothers Inc Manchester</p> <p>Electric Panel Boards The Plainville Electrical Products Co Plainville</p> <p>Electric Signs Federal Electric Products Co Inc Hartford</p> <p>United Advertising Corp New Haven</p> <p>Electrical Safety Switches Federal Electric Products Co Inc Hartford</p> <p>Electric Wire Rockbestos Products Corp (asbestos insulated) New Haven</p> <p>The Whitney Blake Co (Graybar Elec Co Exclusive Distributors) Hamden</p> <p>Electrical Control Apparatus The Trumbull Electric Mfg Co Plainville Federal Electric Products Co Inc Hartford</p> <p>Electrical Circuit Breakers Federal Electric Products Co Inc Hartford</p> <p>Electrical Recorders The Bristol Co Waterbury</p> <p>Electrical Goods A C Gilbert Co New Haven</p> <p>Electronics The Gray Manufacturing Company Hartford Crystal Research Laboratories Inc Hartford</p> <p>Electrotypes W T Barnum & Co Inc (all classes) New Haven</p> <p>Elevators The Eastern Machinery Co (passenger and freight) New Haven General Elevator Service Co Inc (freight passenger and residence) Hartford</p> <p>Embalming Chemicals The Embalmers' Supply Co Westport</p> <p>Engines Wolverine Motor Works Inc (diesel stationary marine) Bridgeport</p> <p>Pratt & Whitney Aircraft Div United Aircraft Corp Hartford</p> <p>Envelopes Plimpton Mfg Co Div U S Envelope Co Hartford Curtis 1000 Inc Hartford</p> <p>Extractors—Tap The Walton Co 94 Allyn St Hartford</p> <p>Eyeteles The Platt Bros & Co P O Box 1030 Waterbury Scovill Manufacturing Co Waterbury Waterbury Companies Inc Waterbury</p> <p>Fasteners—Slide & Snap The G E Prentice Mfg Co New Britain Sargent and Co New Haven Scovill Manufacturing Co (snap) Waterbury</p> <p>FELT—All Purposes American Felt Co (Mills & Cutting Plant) Glenville</p>	<p>Ferrules Waterbury Companies Inc Waterbury</p> <p>Fibre Board The C H Norton Co North Westchester The Rogers Paper Mfg Co (Specialty) Manchester</p> <p>Finger Nail Clippers Case Brothers Inc 32 Beaver St Ansonia</p> <p>Firearms Colt's Patent Fire Arms Mfg Co Hartford Remington Arms Co Inc Bridgeport</p> <p>Fire Hose Fabrics Fire Hose Co (municipal and industrial) Sandy Hook</p> <p>Fireplace Goods The John P Smith Co (screens) 423-33 Chapel St New Haven The Rostand Mfg Co Milford The American Windshield & Specialty Co 881 Boston Post Road Milford</p> <p>Fireproof Floor Joists The Dextone Co New Haven</p> <p>Fishing Tackle The Horton Mfg Co (reels, rods, lines) Bristol The Bevin-Wilcox Line Co (lines) East Hampton</p> <p>Flashlight Cases The H C Cook Co 32 Beaver St Ansonia</p> <p>Fluorescent Lighting Equipment Scovill Manufacturing Co (metal) Waterbury The Wiremold Company Hartford</p> <p>Forgings Clark Brothers Bolt Co Milldale Heppenstall Co (all kinds and shapes) Bridgeport Scovill Manufacturing Co (non-ferrous) Waterbury</p> <p>Foundries Union Mfg Co (gray iron) New Britain Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown The Sessions Foundry Co (iron) Bristol</p> <p>Foundry Riddles The John P Smith Co 423-33 Chapel St New Haven</p> <p>Furnace Linings Rolock Inc (brass, galvanized, steel) Southport</p> <p>Furniture Pads The Mullite Refractories Co Shelton</p> <p>Galvanizing & Electric Plating The Gilman Brothers Company Gilman The Gillette-Vibber Co New London</p> <p>Galvanizing Malleable Iron Fittings Co Branford Wilcox Crittenden & Co Inc Middletown</p> <p>Gaskets The Raybestos Div of Raybestos-Manhattan Inc Bridgeport</p> <p>Gauges The Bristol Co (pressure and vacuum—recording automatic control) Waterbury Hart Engineering Div of W Hart Buick Co Inc (Plug Ring Snap Flush Pin & all types of special gauges) Hartford</p> <p>Gears—Reverse & Reduction for Motor Boat The Snow-Nabstet Gear Corp New Haven</p> <p>Gears and Gear Cutting The Hartford Special Machinery Co Hartford The Gray Mfg Co (Zerol Bevel) Hartford</p> <p>General Plating The Chromium Process Co (copper, nickel, chromium and cadmium plating) Derby</p> <p>Glass Coffee Makers The Silcox Co 80 Pliny St Hartford</p> <p>Glass Cutters The Fletcher Terry Co Box 415 Forestville</p> <p>Golf Equipment The Horton Mfg Co (clubs, shafts, balls, bags) Bristol</p> <p>Greeting Cards A D Steinbach & Sons Inc New Haven</p> <p>Grinding The Centerless Grinding Co Inc (Precision custom grinding; centerless, cylindrical, surface, internal and special) Bridgeport 19 Staples Street Hartford</p> <p>The Bridgeport Special Machinery Co (gear threads, cams and spines) Hartford</p> <p>Hand Tools The Bridgeport Hdwe Mfg Corp (nail puller, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport</p> <p>Hardware Sargent and Co New Haven Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown The Bassick Company (Automotive) Bridgeport</p> <p>Hardware—Trailer Cabinet The Excelsior Hardware Co Stamford</p>
---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

I T ' S M A D E I N C O N N E C T I C U T

Hardware, Trunk & Luggage	
Corbin Cabinet Lock Div American Hardware Corp	New Britain
J H Sessions & Son	Bristol
Hat Machinery	
Doran Brothers Inc	Danbury
Heat Treating	
The A F Holden Co	New Haven
The Bennett Metal Treating Co	Elmwood
The Stanley P Rockwell Co Inc	Hartford
The Driscoll Wire Company	Shelton
Heat-Treating Equipment	
The Autoyre Company	Oakville
The A F Holden Co	New Haven
The Porcupine Company	Bridgeport
The Stanley P Rockwell Co Inc (commercial)	Hartford
The Wallace Barnes Co Div Associated Spring Corp	Bristol
Heating Apparatus	
The Miller Company (domestic oil burners and heating devices)	Meriden
Highway Guard Rail Hardware	
Malleable Iron Fittings Co	Branford
Hinges	
Sargent and Company	New Haven
Homer D. Bronson Company	Beacon Falls
Holists and Trolleys	
Union Mfg Company	New Britain
Hollow Screws	
The Allen Manufacturing Co	Hartford
Hose Supporter Trimmings	
The Hawie Mfg Co (So-Lo Grip Tabs)	Bridgeport
Hot Water Heaters	
Petroleum Heat & Power Co (Instantaneous domestic oil burner)	Stamford
Hydraulic Brake Fluids	
Eis Manufacturing Co	Middletown
Industrial Finishes	
Zapon Div Atlas Powder Co	Stamford
Industrial and Masking Tapes	
The Seamless Rubber Company	New Haven
Insecticides	
American Cyanamid & Chemical Corp	Waterbury
Insulated Wire Cords & Cable	
The Kerite Insulated Wire & Cable Co Inc	Seymour
The Whitney Blake Co (Graybar Elec Co Exclusive Distributors)	Hamden
Insulation	
The Gilman Brothers Co	Gilman
Insulating Refractories	
The Mullite Refractories Co	Shelton
Jacquard	
Case Brothers Inc	Manchester
Japanning	
J H Sessions & Son	Bristol
Joining	
The Raybestos Div of Raybestos-Manhattan Inc (compressed sheet)	Bridgeport
Key Blanks	
Corbin Cabinet Lock Div American Hardware Corp	New Britain
Sargent and Company	New Haven
The Graham Mfg Co	Derby
Labels	
J & J Cash Inc (Woven)	South Norwalk
Label Moisteners	
Better Packages Inc	Shelton
Lacquers & Synthetic Enamels	
Zapon Div Atlas Powder Co	Stamford
Ladders	
A W Flint Co	196 Chapel St New Haven
Lamps	
The Rostand Mfg Company (brass, colonial style & brass candlesticks)	Milford
Leather	
Herman Roser & Sons Inc (Genuine Pigskin)	Glastonbury
Leather Goods Trimmings	
The G E Prentice Mfg Co	New Britain
Letterheads	
Lehman Brothers Inc (designers, engravers, lithographers)	New Haven
Lighting Equipment	
The Miller Co (Miller, Duplexalite, Ivanhoe)	Meriden
Lighting Protection	
Waterbury Companies Inc	Waterbury
Edward H Brown	Hartford & New Haven
Locks	
Sargent and Company	New Haven
Locks-Cabinet	
Corbin Cabinet Lock Div American Hardware Corp	New Britain
The Excelsior Hardware Co	Stamford
Locks-Suit-Case and Trimmings	
Corbin Cabinet Lock Div American Hardware Corp	New Britain
The Excelsior Hardware Co	Stamford
Locks-Trunk	
Corbin Cabinet Lock Div American Hardware Corp	New Britain
The Excelsior Hardware Co	Stamford
Locks-Zipper	
The Excelsior Hardware Co	Stamford
Loom-Non-Metallic	
The Wiremold Company	Hartford
Machinery	
The Fenn Manufacturing Company (Special)	Hartford
The Hallden Machine Company (mill)	Thomaston
The Torrington Manufacturing Co (mill)	Torrington
The Standard Machinery Co (bookbinders)	Mystic
Machinery Dealers & Rebuilders	
Botwinik Brothers	New Haven
Machinery Dealers Inc	New Haven
J L Lucas and Son	Fairfield
Machines	
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport
The Patent Button Company	Waterbury
Machines-Automatic	
The A H Nilson Mach Co (Special)	Bridgeport
Machines-Forming	
The A H Nilson Mach Co (four-slide wire and ribbon stock)	Bridgeport
Machine Work	
Geo W Fleming Co	Wallingford
The Hartford Special Machinery Co (contract work only)	Hartford
The Torrington Manufacturing Co (special rolling mill machinery)	Torrington
The Fenn Manufacturing Company (precision parts)	Hartford
Magnets	
Cinaudagraph Corp (Permanent)	Stamford
Mail Boxes, Apartment & Residential	
Corbin Cabinet Lock Div American Hardware Corp	New Britain
Marine Equipment	
The Rostand Mfg Co (portlights, deck, cabin and sailboat hardware)	Milford
Wilcox Crittenden & Co Inc	Middletown
Marking Devices	
The Hoggson & Pettis Mfg Co	New Haven
Matrices	
W T Barnum & Co Inc	New Haven
Mattresses	
Palmer Brothers Co	New London
Waterbury Mattress Co	Waterbury
Mechanical Assemblies-Small	
M H Rhodes Inc	Hartford
Mechanics Hand Tools	
The Bridgeport Hdwe Mfg Corp (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools)	Bridgeport
Metal Cleaners	
Apothecaries Hall Co	Waterbury
Metal Cleaning Machines	
Colt's Patent Fire Arms Mfg Co	Hartford
Metal Goods	
Bridgeport Brass Co (to order)	Bridgeport
Metal Novelties	
The H C Cook Co	32 Beaver St Ansonia
Waterbury Companies Inc	Waterbury
Metal Products-Stampings	
J H Sessions & Son	Bristol
Scovill Manufacturing Co (Made to Order)	Waterbury
Metal Specialties	
The Excelsior Hardware Co	Stamford
The G E Prentice Mfg Co	New Britain
Metal Stampings	
The Autoyre Co (small)	Oakdale
The Patent Button Co	Waterbury
The Excelsior Hardware Co	Stamford
J H Sessions & Son	Bristol
The H C Cook Co	32 Beaver St Ansonia
The Greist Mfg Co	503 Blake St New Haven
Waterbury Companies Inc	Waterbury
Bridgeport Chain & Mfg Co	Bridgeport
Milk Bottle Carriers	
The John P Smith Co	323-33 Chapel St New Haven
Millboard	
The Raybestos Div of Raybestos-Manhattan Inc (asbestos)	Bridgeport
Mill Supplies	
Wilcox Crittenden & Co Inc	Middletown
Moulded Plastic Products	
The Patent Button Co	Waterbury
Colt's Patent Fire Arms Mfg Co	Hartford
The Watertown Mfg Co	117 Echo Lake Road Watertown
Moulds	
The Hoggson & Pettis Mfg Co (steel)	141 Brewery St New Haven
The Sessions Foundry Co (heat resisting for non ferrous metals)	Bristol
Nickel Anodes	
Apothecaries Hall Co	Waterbury
The Seymour Mfg Co	Seymour
Nickel Silver	
The Seymour Mfg Co	Seymour
Nuts Bolts and Washers	
Clark Brothers Bolt Co	Milldale
Office Equipment	
Underwood Elliott Fisher Co	Hartford
Oil Burners	
The Silent Glow Oil Burner Corp	Hartford
1477 Park St	Hartford
Petroleum Heat & Power Co (domestic commercial and industrial)	Stamford
The Miller Company (domestic)	Meriden
Oil Burner Wick	
The Raybestos Div of Raybestos-Manhattan Inc	Bridgeport
Packing	
The Raybestos Div of Raybestos-Manhattan Inc (rubber sheet and automotive)	Bridgeport
Padlocks	
Corbin Cabinet Lock Div American Hardware Corp	New Britain
Paints and Enamels	
The Staminitte Corp	New Haven
The Tredennick Paint Mfg Co	Meriden
Package Sealers	
Better Packages Inc	Shelton
Paperboard	
Connecticut Corrugated Box Div	Robert Gair Portland
The New Haven Pulp & Board Co	New Haven
Paper Boxes	
National Folding Box Co (folding)	New Haven
The New Haven Pulp & Board Co	New Haven
Robertson Paper Box Co (folding)	Montville
The Strouse, Adler Co	New Haven
Atlantic Carton Corp (folding)	Norwich
The Warner Brothers Company	Bridgeport
Paper Clips	
The H C Cook Co (steel)	32 Beaver St Ansonia
Paper Tubes and Cores	
Sonoco Products Co (Climax-Lowell Div)	Mystic
Parallel Tubes	
Sonoco Products Co (Climax-Lowell Div)	Mystic
Pharmaceutical Specialties	
Ernst Bischoff Company Inc	Ivoryton
Phosphor Bronze	
The Seymour Mfg Co	Seymour
The Bristol Brass Corp (sheet)	Bristol
The Miller Company (sheets, strips, rolls)	Meriden
Pipe	
The American Brass Co (brass and copper)	Waterbury
Howard Co (cement well and chimney)	New Haven
Crane Company (fabricated)	Bridgeport
Bridgeport Brass Co (brass & copper)	Bridgeport
Scovill Manufacturing Co (copper, red brass and yellow brass)	Waterbury
Pipe Fittings	
Malleable Iron Fittings Co	Branford
The Corley Co Inc (300# AAR)	Plainville
Plastic Buttons	
Colt's Patent Fire Arms Mfg Co	Hartford
Plastics-Extruded	
Extruded Plastics Inc	Norwalk
Plastics-Moulders	
The Watertown Mfg Co	Watertown
Platers	
The Patent Button Co	Waterbury
The Plainville Electro Plating Co	Plainville
Platers-Chrome	
The Plainville Electro Plating Co	Plainville
The Hartford Chrome Corporation	Hartford
Platers' Equipment	
Apothecaries Hall Company	Waterbury
MacDermid Incorporated	Waterbury
Plumbers' Brass Goods	
Bridgeport Brass Co	Bridgeport
Scovill Manufacturing Co	Waterbury
Plumbing Specialties	
John M Russell Mfg Co Inc	Naugatuck
Pole Line	
Malleable Iron Fittings Co	Branford
Polishing Wheels	
The Williamsville Buff Mfg Co	Danielson
Presses	
The Standard Machinery Co (plastic molding, embossing, and die cutting)	Mystic
Press Papers	
Case Brothers Inc	Manchester (Advt)

I T ' S M A D E I N C O N N E C T I C U T

Printing	
The Case Lockwood & Brainerd Co	Hartford
The Heminway Corporation	Waterbury
Production Control Equipment	
Wassell Organization (Produce-Trol)	Westport
Propellers—Aircraft	
Hamilton Standard Propellers Div	United Aircraft Corp
	East Hartford
Propeller Fan Blades	
The Torrington Manufacturing Co	Torrington
Punches	
The Hoggson & Pettis Mfg Co (ticket & cloth)	141 Brewery St
	New Haven
Putty Softeners—Electrical	
The Fletcher Terry Co	Box 415 Forestville
Pyrometers	
The Bristol Co (recording and controlling)	Waterbury
Quartz Crystals	
Crystal Research Laboratories Inc	Hartford
Radiation-Finned Copper	
The G. & O Manufacturing Company	New Haven
Railroad Equipment	
The Rostand Mfg Co (baggage racks and mirrors for passenger cars)	Milford
Rayon Yarns	
The Hartford Rayon Corp	Rocky Hill
Reamers	
The O K Tool Co Inc (inserted tooth)	33 Hull St
	Shelton
Recorders	
The Bristol Co (automatic controllers, temperature, pressure, flow, humidity)	Waterbury
Refractories	
Howard Company	New Haven
Regulators	
Norwalk Valve Company (for gas and air)	South Norwalk
Resistance Wire	
The C O Jelliff Mfg Co (Nickel chromium, kanthal)	Southport
Retainers	
The Hartford Steel Ball Co (bicycle & automotive)	Hartford
Reverse Gear—Marine	
The Carlyle Johnson Mach Co	Manchester
Riveting Machines	
The Grant Mfg & Machine Co	Bridgeport
The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment)	Bridgeport
Rivets	
The Connecticut Manufacturing Company	Waterbury
Clark Brothers Bolt Co	Milford
The Blake & Johnson Co (brass, copper and non-ferrous)	Waterville
J. H. Sessions & Son	Bristol
The Raybestos Div of Raybestos-Manhattan Inc (brass and aluminum tubular and solid copper)	Bridgeport
The Raybestos Div of Raybestos-Manhattan Inc (iron)	Bridgeport
Rods	
The Bristol Brass Corp (brass and bronze)	Bristol
Rubber Chemicals	
The Stamford Rubber Supply Co ("Factice" Vulcanized Vegetable Oils)	Stamford
Rubberized Fabrics	
The Duro-Gloss Rubber Co	New Haven
Rubber Footwear	
The Goodyear Rubber Co	Middletown
United States Rubber Prod Inc (Keds, Keddettes, Gaytees, U S Royal Footwear)	Naugatuck
Rubber Gloves	
The Seamless Rubber Company	New Haven
Rubbish Burners	
The John P Smith Co 423-33	Chapel St
	New Haven
Safety Fuses	
The Ensign-Bickford Co (mining & detonating)	Simsbury
Saw Blades	
The Capewell Mfg Co (Hack Saw, Band Saw)	Hartford
Saws, Band, Metal Cutting	
Atlantic Saw Mfg Co	New Haven
Scales—Industrial Dial	
The Kron Company	Bridgeport
Scissors	
The Acme Shear Company	Bridgeport
Screws	
The Blake & Johnson Co (machine)	Waterville
Corbin Screw Div, American Hardware Corp	New Britain
Sargent and Company	New Haven
Clark Brothers Bolt Co	Milford
The Charles Parker Co (wood)	Meriden
Scovill Manufacturing Co (cap and machine)	Waterbury
The Connecticut Mfg Co (machine)	Waterbury
Screw Machine Products	
The Apex Tool Co Inc	Bridgeport
The Connecticut Manufacturing Company	Waterbury
Corbin Screw Div, American Hardware Corp	New Britain
The Blake & Johnson Co	Waterville
The Centerless Grinding Co Inc (Heat treated and ground type only)	Bridgeport
19 Staples Street	
The Eastern Machine Screw Corp	New Haven
Truman & Barclay St	Forestville
The Humason Mfg Co	Wallingford
Geo W Fleming Co	New Haven
The Greist Mfg Co (Up to 1 1/4" capacity)	Waterbury
Scovill Manufacturing Co	Waterbury
Scythes	
Winsted Manufacturing Co	Winsted
Sealing Tape Machines	
Better Packages Inc	Shelton
Set-Up Paper Boxes	
The Heminway Corporation	Waterbury
Sewing Machines	
The Greist Mfg Co (Sewing machine attachments)	503 Blake St
	New Haven
The Merrow Machine Co (Industrial)	Hartford
Shaving Soaps	
The J B Williams Co	Glastonbury
Shears	
The Acme Shear Co (household)	Bridgeport
Sheet Metal Products	
The American Brass Co (brass and copper)	Waterbury
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)	Durham
United Advertising Corp, Manufacturing Division (Job and Production Runs)	New Haven
Sheet Metal Stampings	
The American Buckle Co	West Haven
The Patent Button Co	Waterbury
J H Sessions & Son	Bristol
Shipment Sealers	
Better Packages Inc	Shelton
Showcase Lighting Equipment	
The Wiremold Company	Hartford
Shower Stalls	
Dextone Company	New Haven
Signals	
The H C Cook Co (for card files)	Ansonia
32 Beaver St	
Silks	
Cheney Brothers	South Manchester
Sizing and Finishing Compounds	
American Cyanamid & Chemical Corp	Waterbury
Smoke Stacks	
The Bigelow Company (steel)	New Haven
The Porcupine Company	Bridgeport
Soap	
The J B Williams Co (industrial soaps, toilet soaps, shaving soaps)	Glastonbury
Special Parts	
The Greist Mfg Co (small machined, especially precision stampings)	New Haven
Special Industrial Locking Devices	
Corbin Cabinet Lock Div American Hardware Corp	New Britain
Special Springs & Wire Forms	
New England Spring Mfg Co	Unionville
Spinnings	
The Gray Manufacturing Company	Hartford
Sponge Rubber	
The Sponge Rubber Products Co	Derby
Spreads	
Palmer Brothers Company	New London
Spring Colling Machines	
The Torrington Manufacturing Co	Torrington
Spring Units	
American Chain & Cable Co Inc	Bridgeport
Owen Silent Spring Co Inc (mattresses and upholstery furniture)	Bridgeport
Spring Washers	
The Wallace Barnes Co Div Associated Spring Corp	Bristol
Springs—Coil & Flat	
The Humason Mfg Co	Forestville
The Wallace Barnes Co Div Associated Spring Corp	Bristol
Springs—Flat	
The Wallace Barnes Co Div Associated Spring Corp	Bristol
Springs—Furniture	
American Chain & Cable Co Inc	Bridgeport
Owen Silent Spring Co Inc	Bridgeport
Springs—Wire	
The Connecticut Spring Corporation (compression, extension, torsion)	Hartford
The Wallace Barnes Co Div Associated Spring Corp	Bristol
J W Bernston Company (Coil and Torsion)	Plainville
Springs, Wire & Flat	
The Autoyre Company	Oakville
Stair Pads	
Palmer Brothers Company	New London
Stamps	
The Hoggson & Pettis Mfg Co (steel)	New Haven
141 Brewery St	
Stampings	
The Rogers Paper Mfg Co (Fibre, Cellulose, Paper)	Manchester
Stampings—Small	
The Greist Manufacturing Co	New Haven
The Wallace Barnes Co Div Associated Spring Corp	Bristol
Staples	
Sargent and Company	New Haven
Steel Castings	
The Hartford Electric Steel Co (carbon and alloy steel)	540 Flatbush Ave
	Hartford
Malleable Iron Fittings Co	Branford
Nutmeg Crucible Steel Co	Branford
Steel—Cold Rolled Spring	
The Wallace Barnes Co Div Associated Spring Corp	Bristol
Steel—Cold Rolled Stainless	
Wallingford Steel Company	Wallingford
Steel—Cold Rolled Strip and Sheets	
Wallingford Steel Company	Wallingford
Steel Goods	
Merriam Mfg Co (sheet products to order)	Durham
Scovill Manufacturing Co (To Order)	Waterbury
Steel—Magnetic	
Cinaudagraph Corporation	Stamford
Stereotypes	
W T Barnum & Co Inc	New Haven
Stop Clocks, Electric	
The H C Thompson Clock Co	Bristol
Structural Steel (Fabricated)	
The Porcupine Company	Bridgeport
Studio Couches	
Waterbury Mattress Co	Waterbury
Super Refractories	
The Mullite Refractories Co	Shelton
Surface Metal Raceways & Fittings	
The Wiremold Company	Hartford
Surgical Dressings	
The Seamless Rubber Company	New Haven
Acme Cotton Products Co Inc	East Killingly
Surgical Rubber Goods	
The Seamless Rubber Company	New Haven
Switchboards	
Plainville Electrical Products Co	Plainville
Switchboards Wire and Cables	
Rockbestos Products Corp (asbestos insulated)	New Haven
Tanks	
The Bigelow Company (steel)	New Haven
Tanks (Steel & Alloy)	
The Porcupine Company	Bridgeport
Tape	
The Russell Mfg Co	Middletown
Tap Extractors	
The Walton Co	94 Allyn St
	Hartford
Taps, Collapsing	
The Geometric Tool Co	New Haven
Tarred Lines	
Brownell & Co Inc	Moodus
Telemetering Instruments	
The Bristol Co	Waterbury
Textile Machinery	
The Merrow Machine Co	2814 Laurel St
	Hartford
Textile Mill Supplies	
Ernst Bischoff Company Inc	Ivoryton
Textile Processors	
The Aspinook Corp (cotton)	Jewett City
Thermometers	
The Bristol Co (recording and automatic control)	Waterbury
Thin Gauge Metals	
The Thinsheet Metals Co (plain or tinned in rolls)	Waterbury
Thread	
Max Pollack & Co Inc	Groton
The American Thread Co	Willimantic
The Gardiner Hall Jr Co (cotton sewing)	South Willington
Wm Juhl Manufacturing Co	Mystic
Threading Machines	
The Grant Mfg & Machine Co (double and automatic)	Bridgeport
Time Recorders	
Stromberg Time Corp	Thomaston
Timers, Interval	
The H C Thompson Clock Co	Bristol
Timing Devices and Time Switches	
M H Rhodes Inc	Hartford
Timing Devices	
The United States Time Corporation	Waterbury
Tinning	
Wilcox Crittenden & Co Inc	Middletown
The Thinsheet Metals Co (non-ferrous metals in rolls)	Waterbury
	(Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Tools		Varnishes		Wire Cable	
The Hoggson & Pettis Mfg Co (rubber workers)	New Haven	The Staminit Corp	New Haven	The Bevin-Wilcox Line Co (braided)	East Hampton
141 Brewery St	New Haven	Ventilating Systems		Wire Cloth	
The O K Tool Co Inc (inserted tooth metal cutting)	33 Hull St Shelton	Colonial Blower Company	Hartford	The C O Jelliff Mfg Co (All metals, all meshes)	Southport
Tools, Dies & Fixtures		Vises		The John P Smith Co	New Haven
Tht Greist Mfg Co	New Haven	The Charles Parker Co	Meriden	423-33 Chapel St	New Haven
Toys		The Fenn Manufacturing Company (Quick-Action Vises)	Hartford	Wire Drawing Dies	
A C Gilbert Company	New Haven	Washers		The Waterbury Wire Die Co	Waterbury
The Gong Bell Co	East Hampton	The Blake & Johnson Co (brass, copper & non-ferrous)	Waterville	Wire Dipping Baskets	
The N N Hill Brass Co	East Hampton	American Felt Co (felt)	Glenville	The John P Smith Co	New Haven
Trucks—Industrial		Clark Brothers Bolt Co	Milldale	423-33 Chapel St	New Haven
George P Clark Co	Windsor Locks	The Sessions Foundry Co (cast iron)	Bristol	Wire—Enameled Magnet	
Trucks—Lift		J H Sessions & Son	Bristol	Sweet Wire Co	Winsted
The Excelsior Hardware Co	Stamford	The Raybestos Div of Raybestos-Manhattan Inc (clutch washers)	Bridgeport	Wire Formings	
George P Clark Co	Windsor Locks	Watches		The Autoyre Co	Oakville
Trucks—Skid Platforms		Benrus Watch Co	30 Cherry St Waterbury	Wire Forms	
The Excelsior Hardware Co (lift)	Stamford	The United States Time Corporation	Waterbury	The Connecticut Spring Corporation	Hartford
Tube Bending		Waterproof Dressings for Leather		The Humason Mfg Co	Forestville
American Tube Bending Co Inc	New Haven	The Viscol Company	Stamford	The Wallace Barnes Co Div Associated Spring Corp	Bristol
Tube Clips		Webbing		Wire Goods	
The H C Cook Co (for collapsible tubes)	Ansonia	The Russell Mfg Co	Middletown	The Patent Button Co	Waterbury
Tubing		Welding		The American Buckle Co (overall trimmings)	West Haven
The American Brass Co (brass and copper)	Waterbury	The Porcupine Company	Bridgeport	Scovill Manufacturing Co (To Order)	Waterbury
Scovill Manufacturing Co (copper alloys)	Waterbury	G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals)	New Haven	Wire Mesh	
Tubing—Condenser		Welding Rods		Rolock Inc (all meshes and metals)	Fairfield
Scovill Manufacturing Co	Waterbury	The Bristol Brass Corp (brass & bronze)	Bristol	Wiremolding	
Tubing (Extruded Plastic)		Wheels—Industrial		The Wiremold Company	Hartford
Extruded Plastics Inc	Norwalk	George P Clark Co	Windsor Locks	Wire Nuts—Solderless	
Turret Lathe Products		Wicks		The Wiremold Company	Hartford
Geo W Fleming Co	Wallingford	The Russell Mfg Co	Middletown	Wire Reels	
Typewriters		The Raybestos Div of Raybestos-Manhattan Inc (oil burner wicks)	Bridgeport	The A H Nilson Mach Co	Bridgeport
Underwood Elliott Fisher Co	Hartford	Wire		Wire Partitions	
Typewriter Ribbons		The Bristol Brass Corp (brass & bronze)	Bristol	The John P Smith Co	New Haven
Underwood Elliott Fisher Co	Hartford	The Driscoll Wire Co (steel)	Shelton	423-33 Chapel St	New Haven
Underclearer Rolls		Hudson Wire Co Winsted Div (insulated & enameled magnet)	Winsted	Wire Rings	
Sonoco Products Co (Climax-Lowell Div)	Mystic	The Atlantic Wire Co (steel)	Branford	The American Buckle Co (pan handles and tinners' trimmings)	West Haven
Union Pipe Fittings		The Platt Bros & Co (zinc wire)	Waterbury	Wire Shapes	
The Corley Co Inc (300# AAR)	Plainville	P O Box 1030	Waterbury	Bridgeport Chain & Mfg Co	Bridgeport
Vacuum Bottles and Containers		Rockbestos Products Corp (asbestos insulated)	New Haven	Woodwork	
American Thermos Bottle Co	Norwich	Scovill Manufacturing Co (brass, bronze and nickel silver)	Waterbury	C H Dresser & Son Inc (Mfg all kinds of woodwork)	Hartford
Vacuum Cleaners		Wire Arches and Trellis		Yarns	
The Spencer Turbine Co	Hartford	The John P Smith Co	New Haven	The Ensign-Bickford Co (jute carpet)	Simsbury
Valves		423-33 Chapel St	New Haven	Zinc	
Norwalk Valve Company (sensitive check valves)	South Norwalk	Wire Baskets		The Platt Bros & Co (ribbon, strip and wire)	Waterbury
Valves—Automatic Air		Rolock Inc (for acid, heat, degreasing)	Fairfield	P O Box 1030	Waterbury
Beaton & Cadwell Mfg Co	New Britain	Zinc Castings		Newton-New Haven Co Inc	688 Third Ave West Haven
Valves—Flush					
Beaton & Cadwell Mfg Co	New Britain				
Valves—Relief & Control					
Beaton & Cadwell Mfg Co	New Britain				

TRANSPORTATION

(Continued from page 35)

ANNUAL REPORT OF INTER-STATE COMMERCE COMMISSION:—The Interstate Commerce Commission recently submitted its fifty-eighth annual report to Congress. The Commission recommended fourteen specific matters that require legislation, four of which are of particular importance to shippers and may be described briefly as follows:

1. That section 411 be amended to provide for the regulation of consolidations and leasing of freight forwarders.

2. That a new section be added to each of parts II, III, and IV which would specify the period within which

actions at law by common carriers by motor vehicle, common carriers by water, and freight forwarders for recovery of their charges or any part thereof and actions against such transportation agencies for recovery of overcharges shall be brought, similar in effect to the provisions of section 16 (3).

3. That legislation be enacted which would have the effect of completely abolishing land-grant railroad rates.

4. That the Interstate Commerce Act be amended so as to provide adequate regulation of two or more common carriers or freight forwarders subject to the act, when they agree upon and act jointly through a bureau, conference, or association in establishing rates, fares, charges, et cetera, subject to the provisions of the Act.

BUSINESS PATTERN

(Continued from page 42)

sidering a minimum wage of 55 cents an hour for the textile industry. If approved, the 55-cent base would result in a five cents an hour increase to most of the textile workers in the South. New England mills have a 52 cents an hour minimum now and, according to some reports, this would be increased to 57 cents, giving the five cent raise to mill workers in this area also.

The Bureau of Labor Statistics index of wholesale prices rose 0.5% during December to close the year at 104.7% of the 1926 average. The present level is 1.7% above the corresponding week of 1943 and establishes a new wartime peak.

SERVICE SECTION

FOR SALE - RENT - WANTED

WANTED—Building 200' x 100'—one story—high ceilings—heavy floor load—east of Connecticut River. Otherwise 10 acres of land with sidetrack possibilities for building purposes. Address R. E. 163.

WANTED—Manufacturer interested in modern brick building, high ceilings, 15,000 to 30,000 sq. ft. for use as aluminum foundry and machine shop. Location desired in lower Connecticut. Address R. E. 164.

WANTED—Firm to draw some conical steel "shells" or shapes, about 14 inches in diameter, and about 12½" deep—along with a number of other smaller items of similar manufacture. Presses to do this work should have a stroke of 24" or more, and be capable of receiving a blank of 28" size. Address M. T. W. 164.

WANTED SUBCONTRACTORS—interested in doing work on various commercial gun parts on a post war basis—gun parts will require AA 3 priority—if subcontractors are successful in price and quantity, there is every indication of permanent connection—potential subcontractors should have power milling, hand milling, drill press profiling capacity. Address M. T. W. 165.

WOODWORKING FACILITIES AVAILABLE—Now making intricate boxes to close tolerances for field communications sets—Experience in laminated woods and construction of unusual wooden devices and receptacles. Address M. T. A. 233.

MACHINE TIME OPEN—Have been machining parts for several large concerns in Connecticut during the past four years and now have open time on turret lathes for sub-contracting—Also engine lathe and milling capacity. Address M. T. A. 227.

MACHINE TIME AVAILABLE for semi-production or production work—turning up to 8" production grinding, milling and drilling—jig and fixture building. Address MTA 237.

FOR SALE—Three and a half story brick factory, totaling 25,000 square ft. floor space—with 150 foot Southern exposure frontage on street. Garages and outbuildings. Land for parking or expansion—elevators to all floors—adequate steam heating and sprinkler equipment. Located Derby, Conn. Ideal for light or medium manufacturing or for assembly work requiring substantial number of workers with whom accessibility of plant is a factor. Address R. E. 167.

FOR SALE—25,000 and 30,000 square feet of floor space for sale in Bridgeport for light manufacturing purposes. Address R. E. 168.

WANTED BY MANUFACTURER—Several small or medium size power presses, with or without roll feeds, either straight or inclinable, motorized or plain. Address S. E. 589.

FOR SALE—1 Freeman Stoker—Model C-35A used one season, minimum coal feed 117 lb. per hour—maximum 350 lb. per hour. Coal hopper capacity 750 lb. Rating based upon 11,000 B.T.U. coal—Net standing radiation steam 8,420 square feet—Hot water 13,472 square feet—Horsepower 80. Stoker is practically new. Address S. E. 592.

FOR SALE—Type FAH Huber Automatic Stoker, size 10' wide by 8' 11" long. All parts of this stoker have been cleaned and crated and are ready for immediate shipment. Equipment installed in 1942 and has seen very little use. 80% of the grates are brand new. Address S. E. 594.

FOR SALE—Two 210 HP HRT Boilers, designed pressure 132 lbs. per square inch; operating pressure 115 lbs. per square inch. Equipped with Flynn & Emerich Stokers 5 years old. May be seen in operation. Must be sold at once to make room for larger capacity installations. Address S. E. 595.

WANTED—2 Eylet Machines with five or more plungers. Address S. E. 599.

FOR SALE—4,000 lbs. Steel Bars WD1030, 11/16 round, 8,500 lbs. Steel Bars WD8630, 9/16 round, 6'7" long 14,000 lbs. Steel Bars NE8630, 1 1/16 round
Address S. E. 600.

FOR SALE—20,000 lbs. of Free Milling, Commercial Brass Rod 15/32" round, to Federal Specification QQB611A. Address S. E. 601.

FOR SALE—600 lbs. of free milling brass rod, 1 3/8" round. Address S. E. 604.

FOR SALE—Three New Haven type rotary suction feed sand or steel blast cleaning barrels. Address S. E. 605.

FOR SALE—1 LeBlond No. 3 Milling Machine with Lima Electric Motor Gear Shift Drive; 1 Gisholt Turret Lathe, 14" Swing, Motorized; 1 Bliss No. 18 Punch Press; 1 Niagara No. 6 Gang Punch. Address S. E. 606.

WANTED—1 Lathe, 20" Swing; 1 Lathe, 24" Swing; 1 Drill Press; 1 Shaper, 20" Stroke. Address S. E. 607.

FOR SALE—1 Practically New Multigraph Duplicator, Model 40. Address S. E. 608.

MANUFACTURER WANTED—Plant should have forty to fifty thousand square feet space and employ 250 to 300 people. The job is a large order of 2,000 gallon capacity storage tanks made of synthetic rubber. Calendered stock and equipment will be furnished, leaving only cutting and assembly work to do. Address MTW 166.

PERSONNEL

SALES PROMOTIONAL SUPERVISOR—21 years active experience in retail, wholesale and specialty sales field—Can conduct training programs and promotional sales campaigns—Presently employed in Industrial Relations and Personnel work as director—Desire position with opportunity for advancement with established company—College graduate—Married—3 children. Will work on salary or commission with drawing account. Address P. W. 1305.

ADVERTISING—12 years experience automotive accessories—art departments—catalogue and direct mail—Age 36—Retiring as Army Officer after overseas duty. Address P. W. 1306.

ORGANIZATION MAN—with exceptionally broad industrial background—Personnel—Employment—Job Evaluation—Manufacturing Methods—Accounting—Purchasing—Interested in making connections with Personnel or Sales Dept. Address P. W. 1312.

INDUSTRIAL RELATIONS EXECUTIVE—Lifetime experience—New York and New England—in Law and Personnel—Labor—Union relationships—methods and practices (including actually working with labor)—seeks position where assistance in Labor-Policy forming and directing is desired. Address P. W. 1314.

EXPORT SALES MANAGER—20 years export experience with U. S. manufacturers and exporters both here and abroad. Fluent Spanish, French, German, Dutch—widely traveled—Europe, North Africa, the Near and Middle East, Latin America. Thoroughly familiar with building up foreign dealer organizations, documentation, foreign exchange, government regulations, credits, collections, etc.—Age 47—Married. Address P. W. 1341.

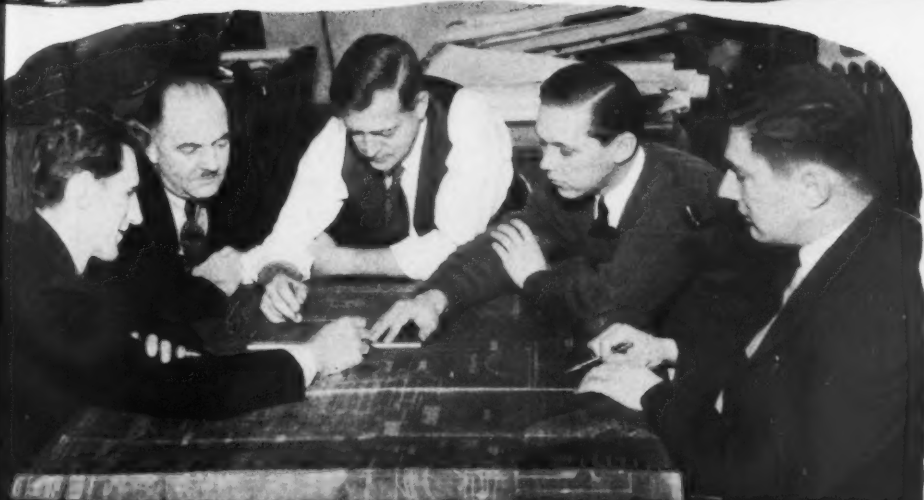
EXPORT MANAGER OR FOREIGN TRAVELLING REPRESENTATIVE—Qualifications include residence in many foreign lands, trips around the globe and selling of American-made goods in most of the countries of the world. Office manager, traffic manager, sales manager and foreign branch manager, directed export advertising, overseas sales campaigns. Address P. W. 1342.

CREDIT AND COLLECTION MANAGER—Excellent background of 17 years experience in extending credit to manufacturers, jobbers, wholesale and retailers, in diversified fields—Handled both foreign and domestic business—College graduate. Address P. W. 1348.

PERSONNEL MANAGER—Has broad industrial background in management, knows modern personnel administration principles, including problems of wage and hour, job classifications, War Labor Board, War Manpower, Selective Service, and USES procedures. Adept in recruiting, organizing, and placement. Competent in adjusting personnel relations effectively. Amherst College Graduate. Address P. W. 1349.

MILL EXECUTIVE, PRODUCTION MANAGEMENT—Long experience—adaptable to any type plant—Last position, in charge of production in textile plant, costs, budgets, controls, yarn procurement, general purchasing. Familiar with labor negotiations, priorities. Thorough knowledge of silk, rayon and cotton yarns. Desires connection with progressive concern with post-war possibilities. Married—age 36—2 children. Address P. W. 1350.

ADMINISTRATIVE ASSISTANT AND PURCHASING AGENT—Veteran of World War II—has wide acquaintance—able to meet important people—capable of adjusting difficult situations—good correspondent—entrusted with large sums of money—highest recommendations. Address P. W. 1351.



Engineering Service by
Siewek will Design Your
Product, Process the Parts,
Set-up Production Lines,
and Design All Tools
and Special Machinery
for Smooth, Efficient and
Profitable Production.

SIEWEK ENGINEERING DIVISION

OF DOMESTIC INDUSTRIES, INC.

209 PEARL STREET

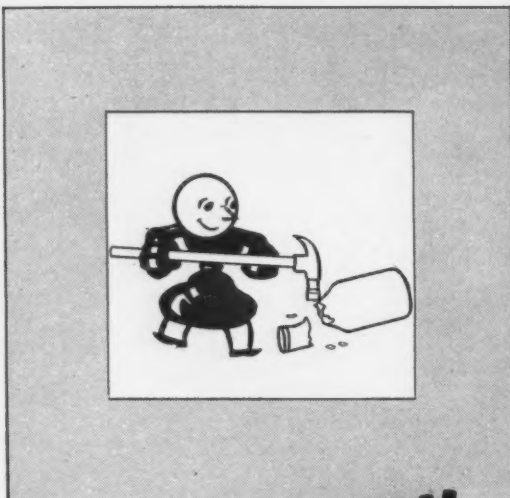
HARTFORD, CONN.

11 STEARNS SQUARE

SPRINGFIELD, MASS.

AFFILIATED WITH SIEWEK TOOL DIVISION
FERNDALE, MICH.





BOTTLENECK BUSTER!

Have stepped-up war production schedules and increasingly serious manpower shortages thrown an extra heavy burden on your telephone facilities, so that important calls get jammed up?

Maybe you thought nothing could be done about it during these war-busy days. But probably something can be done!

We, too, are having our difficulties with manpower and equipment shortages. But, if easing your telephone problems will speed up the war effort, we'll find a way!

A call to our business office will bring prompt action.



THE SOUTHERN NEW ENGLAND TELEPHONE COMPANY

Volume 23

appears on this copy
of *Connecticut Industry*.

It has been our privilege
to print every issue since
its inception almost a
quarter century ago.

The Case, Lockwood & Brainard Co.

PRINTERS

HARTFORD

CONNECTICUT



DOWD, WYLLIE & OLSON INC.
106 ANN ST. • HARTFORD, CONN.

THE CASE, LOCKWOOD & BRAINARD CO.
HARTFORD [1945] CONNECTICUT

Co.

ing

V
1
2

N
A
R

4
5

XU